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"PROGRESS IN CEREAL INSECT INVESTIGATIONS" IN THIS ISSUE

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Mitchell Brothers Publishing Co.

Vol. XXXV.

CHICAGO, ILLINOIS, APRIL 15, 1917.

No. 10

One Dollar Per Annum  
SINGLE COPIES, TEN CENTS

WE ARE **PROGRESSIVE** ENOUGH  
TO BE **AGGRESSIVE** FOR YOU

**McKENNA & RODGERS**  
THE CHICAGO GRAINMEN  
60 BOARD OF TRADE

For your  
Business sake  
Communicate

**SIMONS, DAY  
& Co.**

GRAIN,  
PROVISIONS,  
STOCKS,  
BONDS.

We solicit consignments and offers of  
cash grain, also future delivery orders  
on all exchanges.

322 Postal Telegraph Bldg.

CHICAGO

Direct Private Wires to New York and Illinois and Iowa Points

We Solicit Your  
Consignments

**Harris, Winthrop & Co.**

**COMMISSION  
MERCHANTS**

**STOCKS-BONDS-GRAIN**

The Rookery  
**CHICAGO**

MEMBERS

New York Stock Exchange  
New York Produce Exchange  
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Winnipeg Grain Exchange  
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Chicago Stock Exchange  
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Established 1877

**LANGENBERG BROS. GRAIN CO.**  
**GRAIN and HAY**

We Solicit Your Consignments

ST. LOUIS

MISSOURI

**THE ILLINOIS SEED CO.**  
**GRASS SEEDS FIELD**

BUYERS CHICAGO SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-  
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

**RUDY-PATRICK SEED CO.**

**ALFALFA**

**SUDAN GRASS**

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**CANE**

KANSAS CITY, MO.

**The WAGNER**

Covers all markets. Ask for the weekly or  
daily issue. Has the largest circulation of any  
grain literature.

Stocks E. W. Wagner & Co. Bonds  
Grain Cotton  
Members New York Stock Exchange  
Members New York Cotton Exchange  
Members Chicago Board of Trade  
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**LETTER**

Established 30 years

CHICAGO

**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

**SPECIAL PRICES ON GRAIN BAGS**

Write Us When Interested

**James E. Bennett & Co.**

Member Chicago Board of Trade

**Commission Merchants**

**GRAIN PROVISIONS  
STOCKS-BONDS**

Ship your grain to us.

Chicago — Peoria — St. Louis

Ask for Bids

Postal Telegraph Building  
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ST. LOUIS 211 Merchants Exchange PEORIA 11 Board of Trade



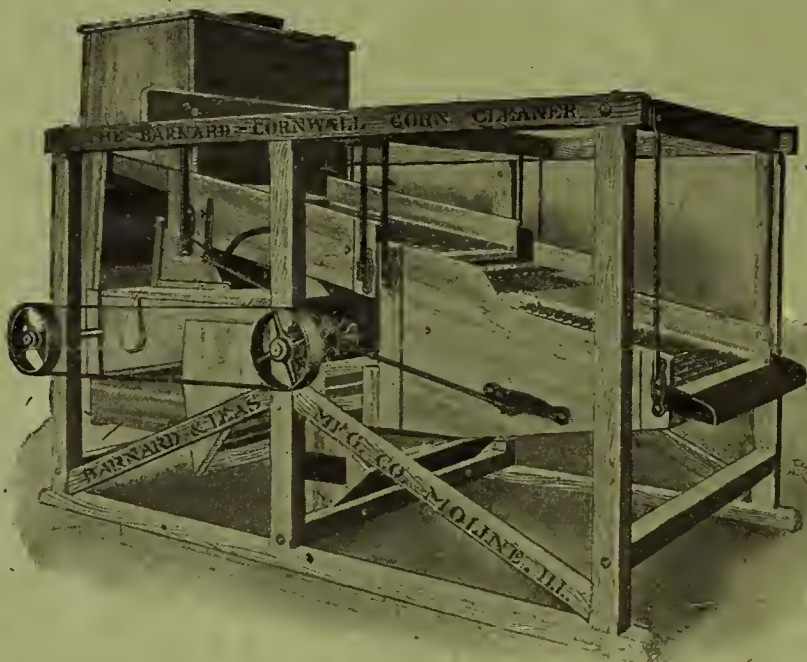
# The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counter-balanced shaker, two air separations and the latest style feeder.

*The First  
of the  
Sieve  
Corn Cleaners*



*Always  
the Leader  
in Capacity,  
Efficiency  
and Durability*



# The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

**BARNARD & LEAS MFG. CO.**

MILL BUILDERS AND



MILL FURNISHERS



ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# COMPLETE ELEVATOR EQUIPMENT SHELLERS AND CLEANERS INCLUDED IN

## THE **WESTERN** LINE

Bearings  
 Belting  
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 Belt Tighteners  
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 Bucket Bolts  
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 Chain Drag Feeders  
 Cleaners  
 Cotton Waste  
 Couplings  
 Distributors  
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 Elevator Heads  
 Engines  
 Feed Gates  
 Feed Mills  
 Fire Pails  
 Flexible Spouts  
 Friction Clutches  
 Garner Irons  
 Gears  
 Grain Samplers

### Spring Improvements

Yes the busy winter season is over and the time for Spring improvements at hand. Last year's crop was normal, but with the large foreign demand for our grains and some local crop shortages the food question has become serious.

Larger acreage and more extensive cultivation is agitated and highly recommended this year, which with normal weather conditions should result in larger crops for 1917. But are you operators fully prepared to handle your share with efficiency and economy? Is your equipment in such shape that it will handle the grain without delay when called upon? Will it give you in return a reasonable amount of profit on your investment?

### WESTERN A 100% Investment

Before building a new elevator or remodeling your old plant investigate the Western line of elevator machinery, including Western Shellers and Cleaners. It's fairness to yourself. You cannot afford to purchase your equipment until this highest of elevator machinery has been investigated.

The Western line of elevator machinery has always taken the front rank, and when put under the severest test has always shown 100 per cent efficiency. A careful comparison between the features of the Western line with other lines of machinery will readily convince you of the superiority of our line. Your elevator equipped with Western Shellers and Cleaners and Western Power and Transmission Machinery will prove a money making investment every time. Ask any Western operator.

*Write for our general catalogue showing a complete line of grain cleaning, grain handling, conveying, elevating and power transmission machinery.*

Grain Testers  
 Grease Cups  
 Grinders  
 Hangers  
 Indicators  
 Lace Leather  
 Link Belting  
 Manlifts  
 Nuts  
 Perforated Metal  
 Power Shovels  
 Pulleys  
 Rope Drives  
 Scales  
 Screw Conveyors  
 Set Collars  
 Shafting  
 Shellers  
 Speed Indicators  
 Spouting  
 Sprocket Wheels  
 Stay Rods  
 Steel Legging  
 Suction Fans  
 Take-ups  
 Turnheads  
 Washers  
 Wire Cloth

# UNION IRON WORKS

DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



# BIG REWARDS TO GRAIN MEN

Hundreds of Elevator and Grain Men are DOUBLING UP on Profits by installing an American Marvel Flour Mill—the big profit maker. There isn't the slightest question that every promise we have made during 7 years success has come true. We could fill twenty pages here with enthusiastic testimonial letters from owners like these:

## \$43.50 Net Profit Per Day

I have been running my American (Midget) Marvel Mill three years. I can take 100 bushels of wheat, for which I have to pay \$2 per bushel, and grind it in a day's run and from it I get 20 barrels of flour which I sell at \$10, and two barrels which I sell at \$9 per barrel, and I have about 1500 pounds of feed which I sell for \$1.70 per 100 pounds.

100 bu. wheat at \$2.00	
20 bbls. flour at \$10.00	\$200.00
2 " " " 9.00	18.00
1500 lbs. feed " 1.70	25.50
	\$243.50

\$243.50-\$200=\$43.50 profit per day. I can do this every day with my mill. With best wishes. W. T. DUNWODY, Stonewallwater Mills, Huntland, Tenn., Feb. 27, 1917.

## Net Profit \$400 Per Month

Actual operation started June last year, and the mill has since been working, first 14 hours, later 18 and at present 20 to 24 hours every day. At this, I cannot handle any orders from outside my own town. The flour has made a reputation, and by far is better than that made on the big long-system mills in this section.

Up to the present time, I have spent \$3.00 in repairs. We are making easily an average of 58 50-lb. sacks in every run and the flour being sold at the mill door. I am making more than \$400.00 per month. C. E. BERNSTEIN, Teate, B. C. Mexico, Feb. 18th, 1917.

NOTE: This shows how our owners feel about us and how we help them make more money.

In regard to how well pleased we are with your FLavo FLOUR campaign, we cannot find words to express our thoughts of the great amount of good this wonderful, gigantic advertising campaign which you have inaugurated will do for the owners and operators of the American Marvel Mills.

The very first shot from your advertising was loaded with a CARLOAD order for FLavo FLOUR, and it struck the mark exactly. We got the order. Almost every newspaper has taken the matter up and has published an article about FLavo FLOUR.

We feel confident there is a great future business in the manufacture of FLavo FLOUR, as the American Marvel Mill has proved its superior qualities in manufacturing a high grade flour at a minimum cost. JENKINS BROS., Members Community Marvel Millers,

West Jefferson, Ohio, February 26, 1917.

## Made \$3,000 in 8 Months

From July 1, 1915, to July 1, 1916, I made \$1800 with a 25-barrel American (Midget) Marvel Mill. From July 1, 1916, to March 1, 1917, I have made \$3000 on the same mill. If I had room to store enough wheat, I could have \$5000 easily by July.

I am building more room for wheat. The quality of the flour brings trade, and now my trade and outlook is all I could ask. E. BROWN, Sanitary Milling Company, Bowling Green, Ky., Mar. 1, '17.

## Made \$15,000 Net Profit in 3 Years

With our American Marvel Mill, which we installed in December, 1913, we are pleased to say that in the three years our net profits from the operation of this mill have exceeded \$15,000.

Yours truly, ELLIOTT & MYERS, F. D. STRALEY, Members Community Marvel Millers, Superior, Neb., March 2, 1917.



As Advertised  
Everywhere—Known  
to Millions Now

# AMERICAN MARVEL Self-Contained FLOUR MILL

Capacities from 15 barrels, 25 barrels, 50 barrels to 75 barrels per day and UP, according to the number of units used, to ANY CAPACITY.

Sold strictly on 30 days trial or money back.

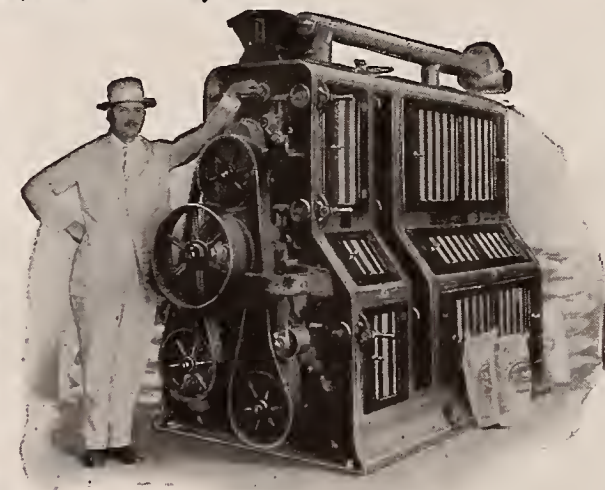
On cash or easy-payment terms.

The stampede toward better and more profitable small-town and community flour making has already started—on FLavo FLOUR.

Hundreds of Grain Dealers and Elevator Men have joined Community Marvel Millers Association of owners of the American Marvel Flour Mill.

You will be welcomed. But get the full proposition at once.

Membership in each neighborhood regulated by population.



Self-Contained—Several Capacities—No New Building Needed

## Start Now—Write or Wire

### Your Big Opportunity Here

ANGLO-AMERICAN MILL CO., Inc.

445 Trust Bldg., Owensboro, Ky., U. S. A. (114)

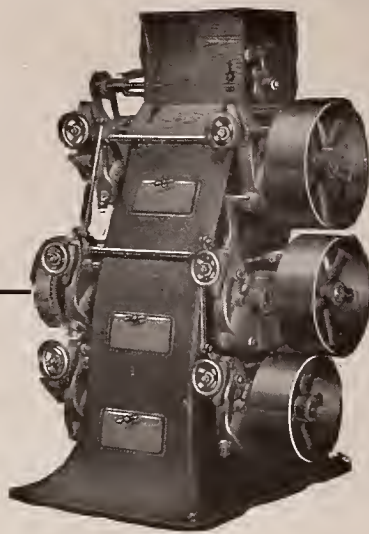
Send me at once your special FLavo FLOUR plan for members of Community Marvel Millers—and all facts, catalog, etc., on American Marvel Flour Mill—FREE.

Name \_\_\_\_\_

Address \_\_\_\_\_

State \_\_\_\_\_

**Tear This Coupon Out and Mail It Today!**



## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

## N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.

If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

# Nordyke & Marmon Co.

INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*







THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

# Rightly Treaded Conveyor Belts

The ordinary kind of conveyor belting is very much like a treadless tire on an automobile. No one would consider starting a tour on tires with the treads worn off.

The sharp stones and grit of the road would soon have their way and new tires would take the place of the old.

And the new ones would not be treadless—not if the owner had any choice in the matter.

Just as the sharp stones of the road cut treadless tires, the edged material conveyed by belts in cement mills cuts the unprotected surface and soon wears out the cheap uncovered belt.

When we designed the "Goodyear" Conveyor Belt for cement mill service, we designed it so as to give not only service at a lower cost but better service.

The reinforced cover is like the tread on a tire; it adds to the life of the belt because it resists cutting and abrasion.

This cover is also waterproof, and because rubber is forced into the fiber of the duck at enormous pressure the belt is impervious to moisture

throughout—and moisture decreases the life of ordinary belts because it causes mildew and rotting.

Ordinary belts also wear out quickly at the edges because sharp pieces of material catch between them and the sides of the trough.

The "Goodyear" Conveyor Belt is provided with a patented cushion edge to withstand the hardest kind of cutting action by wedged-in material.

And the stretch has been taken out to the utmost limit of sound practice.

There will be no loss of efficiency—of power—because of stretch.

The price may be higher, but for every dollar expended you will get longer service—and better service.

\* \* \*

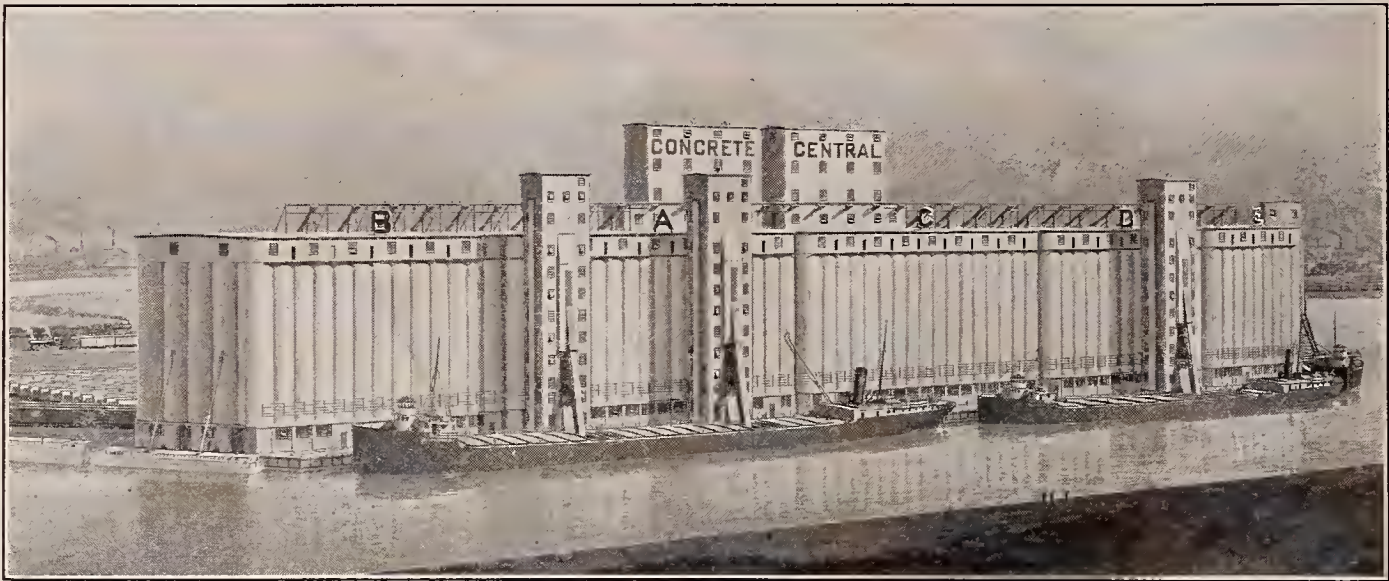
Write for our Encyclopedia of Mechanical Goods, containing specific recommendations for every operation involving conveyor and elevator belting. We believe this book is the greatest advance in the method of presenting and treating your mechanical and buying problems offered in the last twenty years. Both master mechanics and administrative executives are using it in revising operating costs downward. Send for it today.

The Goodyear Tire & Rubber Co., Akron, Ohio

• PACKING • BELTING • HOSE • VALVES •

**GOOD YEAR**  
AKRON





## Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

### Proof of the Superiority of Monarch Modern Elevator Construction

**Concrete—Central Elevators**—Built 1915, capacity 1,000,000 bu.; 1916 added 1,000,000 bu.; new contract awarded for 2,500,000 bu. additional.

**Superior Elevator**—Built 1914, capacity 1,500,000 bu.; 1916 awarded contract for Marine Tower and additional equipment.

**Connecting Terminal Elevator**—Built 1914, capacity 1,000,000 bu.; 1916 awarded contract for Marine Tower and an extension of elevator.

**Archer-Daniels Linseed Co. Elevator** — Built 1915, capacity 350,000 bu.; 1916 added 700,000 bu.

**Shredded Wheat Co. Elevator**—Built 1913, capacity 100,000 bu.; 1915 added 100,000 bu.; 1916 added 300,000 bu.

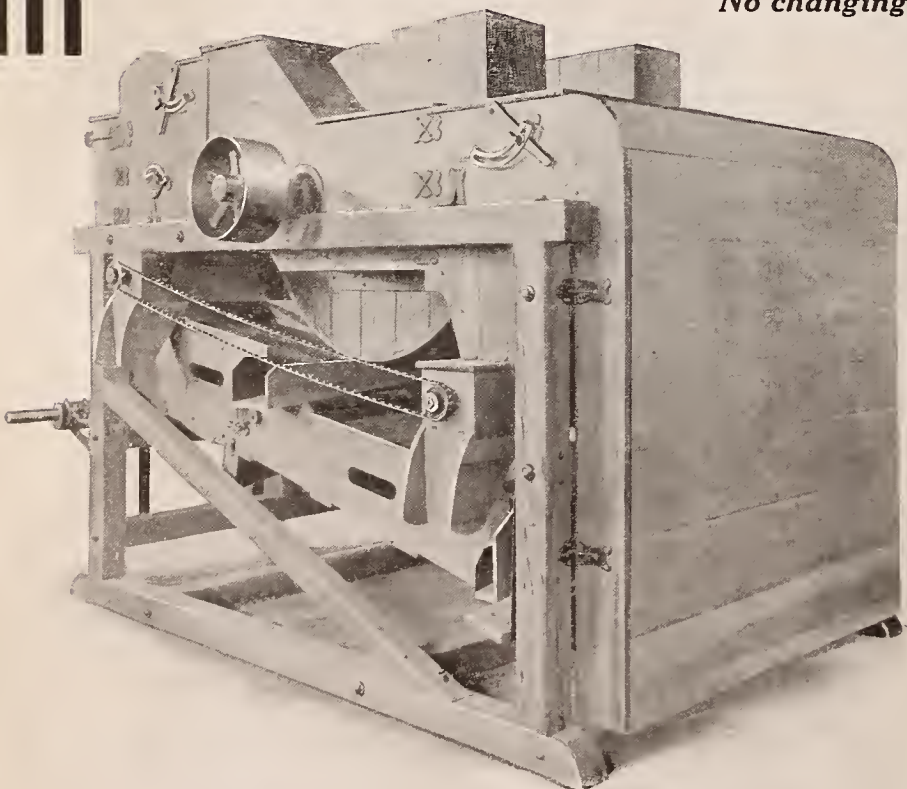
*Grain Elevators Built in All Parts of the World*

**MONARCH ENGINEERING COMPANY, Chamber Commerce, Buffalo, N. Y.**

*A very successful combined cleaner for both*

# CORN AND SMALL GRAINS

*No changing of sieves necessary*



**"Eureka" Combined Corn and Grain Cleaner**

For handling corn and cob as it comes from the sheller; also to reclean corn, oats, wheat and other small grains without changing the screens.

The "Eureka" is the only Separator having automatic duplex air valves for regulating the air currents; a detail which ensures uniform results when handling both large, heavy grain and small, light grain. Without this feature no machine can truthfully be called a **successful** Combined Cleaner.

St. George, Kans., January 22, 1917  
The S. Howes Co., Inc.,  
Silver Creek, N. Y.

Gentlemen:—Replying to your favor of the 19th, asking what service we are getting from our combined corn and small grains cleaner made by you and which has been in operation about 18 months, will say that it is giving splendid satisfaction in cleaning corn and wheat.

We can put 750 bushels of corn per hour over it when necessary.

We thank you for sending your catalogue; it is a good one.

Yours very truly,

Wm. Dalton's Sons.

*Full particulars mailed promptly*

**THE S. HOWES COMPANY, Inc.**  
*Eureka Works* Silver Creek, N. Y.





## C. & N. W. RY. Calumet Terminal Elevator

South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

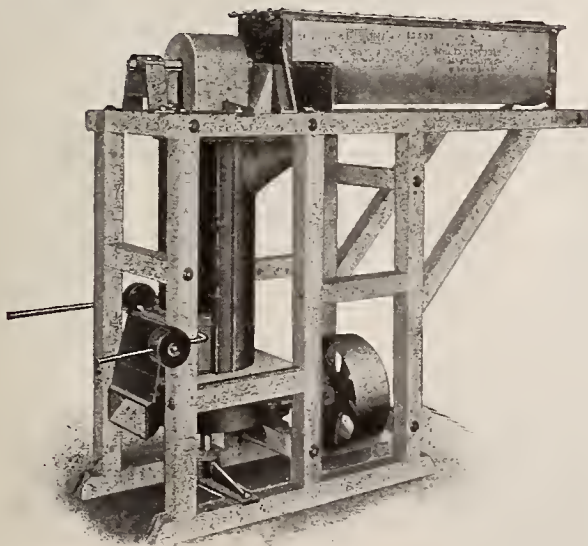
# John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.  
National Mutual Buildings, Collins Street, Melbourne, Australia

35 Southamptor .reet, LONDON, W. C., ENGLAND



Cincinnati Grain Co., Cincinnati, Ohio, mix their Molasses Feed on the INVINCIBLE.

## Put Molasses INTO Your Feed—not merely ON It

YOU need a mixer that whips the molasses into the fibre of the stock—that operates continuously or by batches—that mixes dry feed in even greater capacity than with molasses—that handles finely-ground or rough broken stock—that turns out, always, a fine, smooth feed without lumps. That mixer is

### THE INVINCIBLE FEED MIXER

And it does all this with less floor space, less power per ton, than any other machine.

Guaranteed Invincibly:  
"Satisfaction Without Reservation"

INVINCIBLE GRAIN CLEANER CO.

Dept. 1

Silver Creek, N. Y.

## The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL



Write for Catalog

The Knickerbocker Company

Jackson, Mich.



**EXEMPT YOUR PROFITS FROM THE FRICTION TAX**

Eliminate the insidious, power-stealing friction of your bearings. Ball Bearing Attrition Mill, Single Disc Grinders and Corn Crackers of the Bauer "Scientific" type will justify their installation by showing more work on less power and oil. See what the Bauer catalog has to offer you. Send for it.

**15 to 100 H. P. Belt or Motor Driven**

**The BAUER BROS. Co.**  
Formerly Foss Mfg. Co.

517 Bauer Building Springfield, Ohio

**SCIENTIFIC**



## It Will Last

Reinforced concrete. Built for heavy floor loads.  
Uses the daylight. Tracks arranged right.  
"Macenco Results"



1500 barrel Mill, 300,000 bushel Elevator and  
500 H. P. Diesel Power Plant of the Kansas  
Flour Mills Company, Great Bend, Kansas.

**Macdonald Engineering Company**

53 West Jackson Boulevard,  
CHICAGO



Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity.  
Recently Completed.

**We Build Reinforced Concrete Structures of all Types**  
**Grain Elevators, Mills and Industrial**  
**Plants a Specialty**

Our Engineering Department is ready to solve your  
problems and furnish preliminary estimates.

**JANSE BROS., BOOMER, GRAIN & HOWE**  
GENERAL CONTRACTORS

717-718 Dime Savings Bank Bldg., Detroit, Mich.

Also Zeigler Block, Spokane, Wash. Mackie Block, Calgary, Alberta

## Burrell's 1916 Record



Van Winkle Grain and Lumber Co., Council Bluffs, Ia.

**97**  
**Contracts**

With the largest  
and most efficient  
Engineering  
and  
Construction  
Organization  
for large or small  
work ever gather-  
ed together by a  
concern in our  
line, prospective  
builders of Grain  
Elevators will find  
it to their advan-  
tage to consult us  
before formulating  
any definite plans.  
It Costs Nothing.

**Complete Grain Elevators and Mill Buildings,**  
**Concrete or Wood**

**Burrell Engineering & Construction Co.**

Webster Building, CHICAGO.

PORTLAND, ORE.



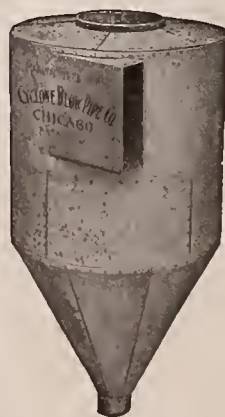
**Grain Elevators**  
of any size and any type  
Designed and Built for  
**Safety and Economy**

A record of successful construction in  
both North and South America is proof  
that we can meet your local conditions  
and satisfy every requirement.

If considering building, write us  
for standard designs.

**The 3 Americas Co.**

Builders of Better Elevators  
128 S. Michigan Ave., Chicago



Write Today  
for  
Further  
Information

**HAVE YOU**

**A cleaner in your elevator?**

If so, then you will be interested  
in the installation of a

**Cyclone Dust Collector**

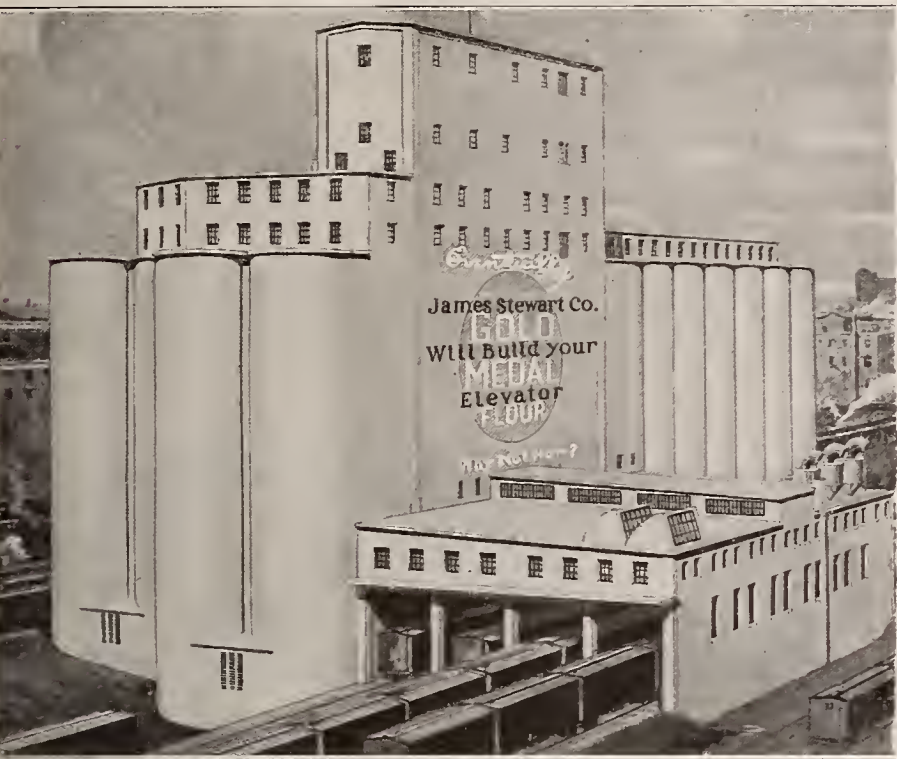
**CYCLONE BLOW PIPE CO.**

2542-52 Twenty-first Street, Chicago, Illinois

Complete new systems installed on modern plans  
and guaranteed. Old systems remodeled on modern  
lines on most economical plans. Supplementary  
systems added where present systems are out-  
grown. Defective systems corrected and put in  
proper working order.



**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**  
FOR  
**Washburn-Crosby Company**  
Minneapolis, Minn.



*Write us for designs and estimates*  
We Design and Build Elevators, any type of construction, in any part of the World.  
**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT  
Fifteenth Floor of Westminster Building  
W. R. SINKS, Manager  
CHICAGO, ILL.

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
at Council Bluffs, Iowa, for the Updike  
Grain Company of Omaha, Neb.



Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.

*Designs and estimates promptly furnished*

**Witherspoon-Englar Company**  
1244-1250 Monadnock Bldg.  
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**Robinson**  
**Telegraphic Cipher**  
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Cloth Binding - - \$1.50  
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431 So. Dearborn Street, Chicago

**Reliance Construction Company**  
Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**  
Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.  
625 Board of Trade Building,  
INDIANAPOLIS, IND.

CONTRACTORS FOR  
**Grain Elevators**  
COMPLETE WITH  
MACHINERY INSTALLATION.  
**DEVERELL,**  
**SPENCER & CO.**  
GARRETT BUILDING  
BALTIMORE, MARYLAND



**The Barnett & Record Company**  
**GENERAL CONTRACTORS**

Designers and Builders of  
**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

OFFICES:  
Minneapolis, Minn.      Duluth, Minn.      Fort William, Ontario



## Instantaneous Power Is a Necessity, Economical Power Is Profitable

For the elevator or mill that must be driven at certain intervals. So dependable in operation that some of the largest elevator concerns are

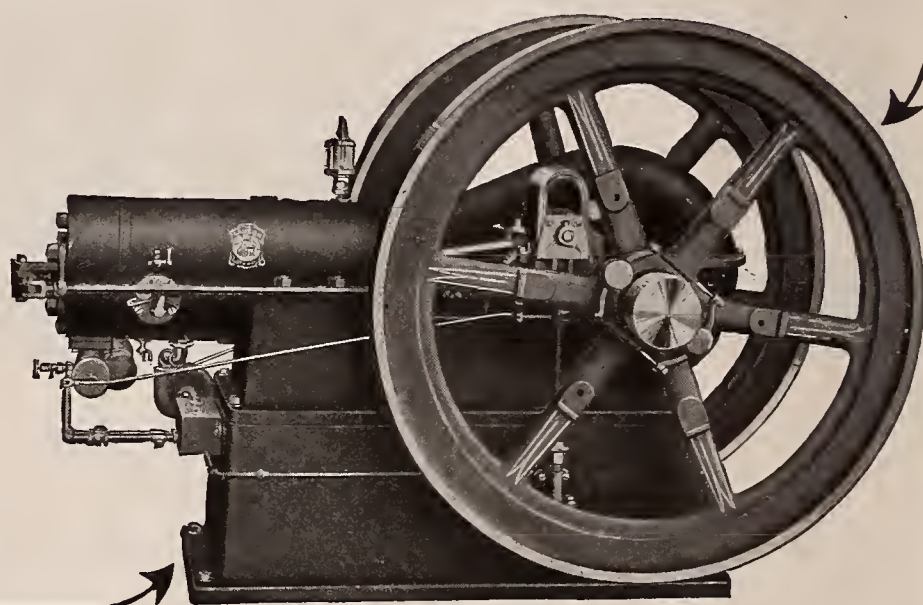
adopting Lauson Kerosene Engines as standard equipment. Low in First Cost. Lowest in repair cost and least subject to loss of service.

# Lauson Kerosene Engines

start easily, carry full load instantly, and run as smooth as a steam engine. Easy to start and operate. Operates with a clear, clean exhaust regardless of load conditions. Operates on Kerosene, Distillate, Motor Spirits or other similar cheap fuels.

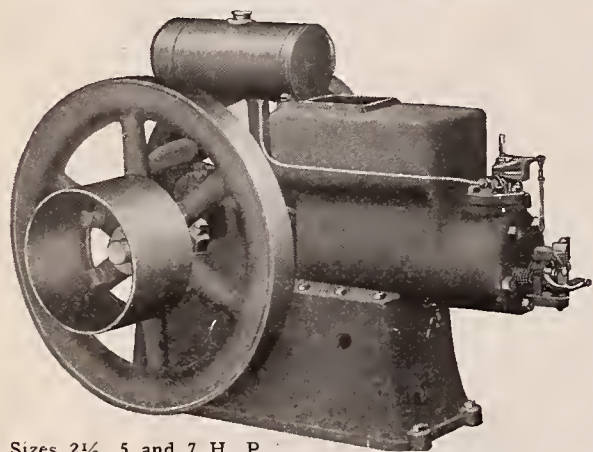
*Built in Sizes up to 50 Horsepower*  
AN ENGINE FOR EVERY SIZE ELEVATOR OR MILL  
*Write for Bulletin 265*

**The John Lauson Mfg. Company**  
84 Monroe Street New Holstein, Wis.



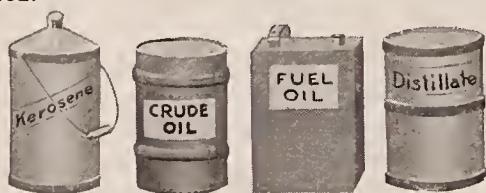
## DYNOIL ENGINES

For Elevators and Feed Mills



Sizes 2½, 5 and 7 H. P.

Ordinary engine troubles are eliminated by the absence of these complicated parts. They are sturdy, reliable, well balanced, smooth running engines and broadly guaranteed.



### Use Cheap Oils

The operating cost of the "DYNOIL" is about one-third that of the ordinary engine because only cheap oils are used—Kerosene, Fuel Oil, Distillate, etc. It starts and runs on the same oil and the saving in fuel will pay for the engine in a short time.

Our booklet describes the engines in detail. We should like for you to read it and note especially our "Golden Rule" guarantee. Write us and we will see that you receive a copy promptly.

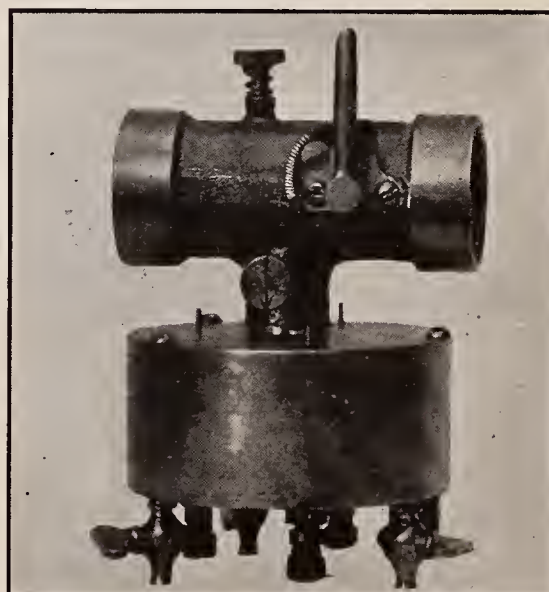
**BURNOIL ENGINE CO., 1050 HIGH STREET SOUTH BEND, IND.**

Possess these  
Unique Features:

- No Carburetors
- No Batteries
- No Magneto
- No Spark Plugs
- No Wires
- No Pre-heating

## Well, What Are You Going To Do About It?—You Gasoline Users

What are you going to do about this ever-increasing price of Gasoline? Gasoline is



steadily going higher in price, and lower in quality. You cannot afford to use it as a fuel from an economical standpoint, nor can you afford to throw away your present Gasoline engine. We can cut the fuel cost 60% and save the engine for your power plant, with our KEROSENE CARBURETOR.

Why Not Let Us Do It?

**Kerosene Carburetor Company**

Frankfort, Indiana





## Humphrey Elevator Service and Efficiency

will mean larger dividends for you during 1917  
A Saver Both of Millers and of Money —

Is the testimony of the Atlanta Milling Co. of Atlanta, Ga., after having installed several in their plants.

It saves the Millers by enabling them to get about the Mill with less effort than where stairs are used. It saves money by economizing the men's time and securing better inspection and operation of machinery.

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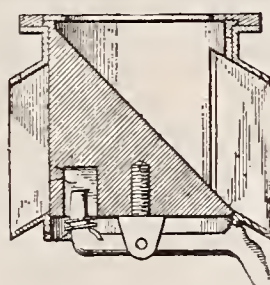
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**Caldwell** Helicoid flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe. Helicoid is a smooth, nicely-balanced spiral, and has no joints to wear out and open up. Helicoid requires fewer repairs, and less power to drive it. Helicoid costs no more than inferior kinds of conveyor; it's all-round satisfaction at the same price.

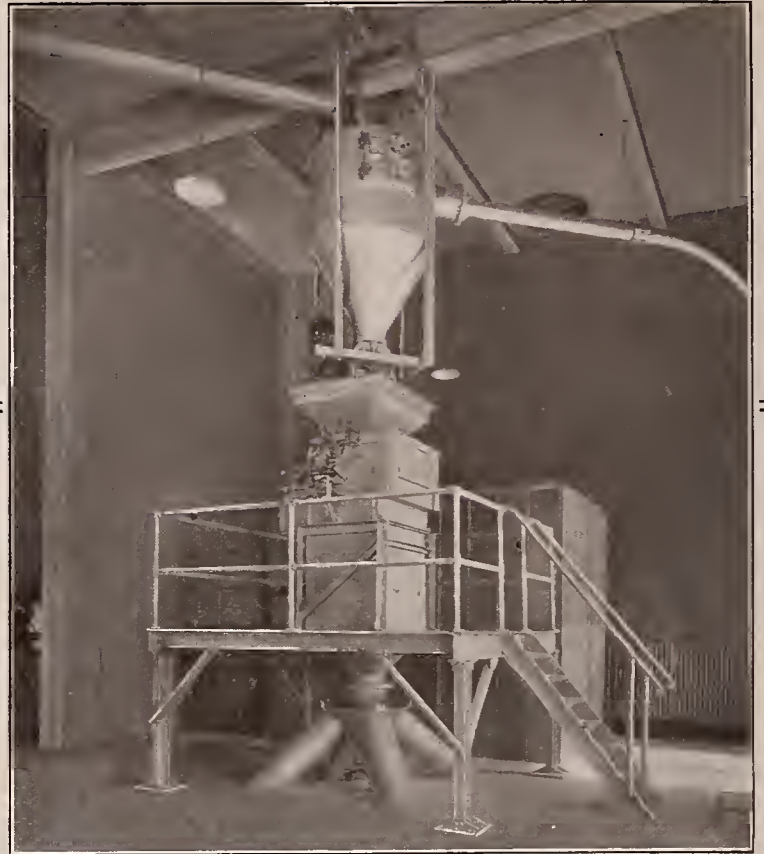
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A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

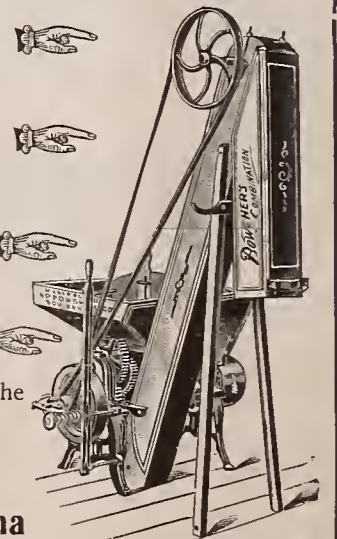
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A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

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are unknown to the grain shippers who use

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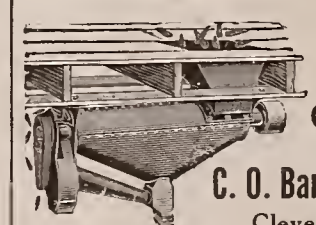
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*Terms: Thirty days, less 5% ten days*

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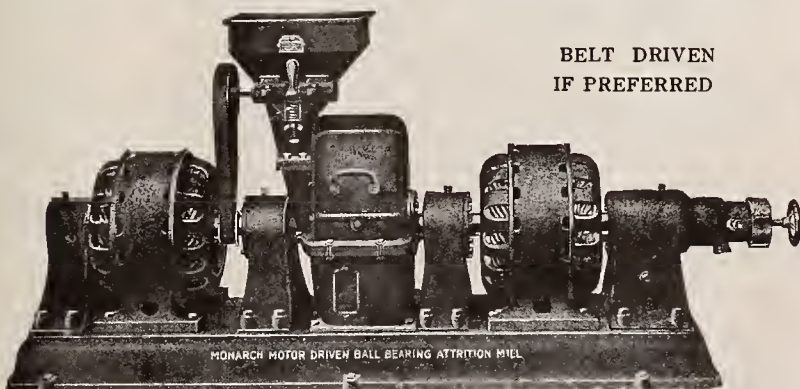
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The MONARCH will not only earn more money for you by grinding better and faster—but will earn more money through low cost of operation.

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Chargeable principally to railroad hazard, machinery hazard, poor construction and carelessness, is the record of losses for 1915, paid by the Flour Mill and Grain Elevator Mutual Insurance Companies.

More than 90% of this loss could have been avoided. NOW is the time to clean up the premises, put your property in better operating condition and eliminate the known hazards.

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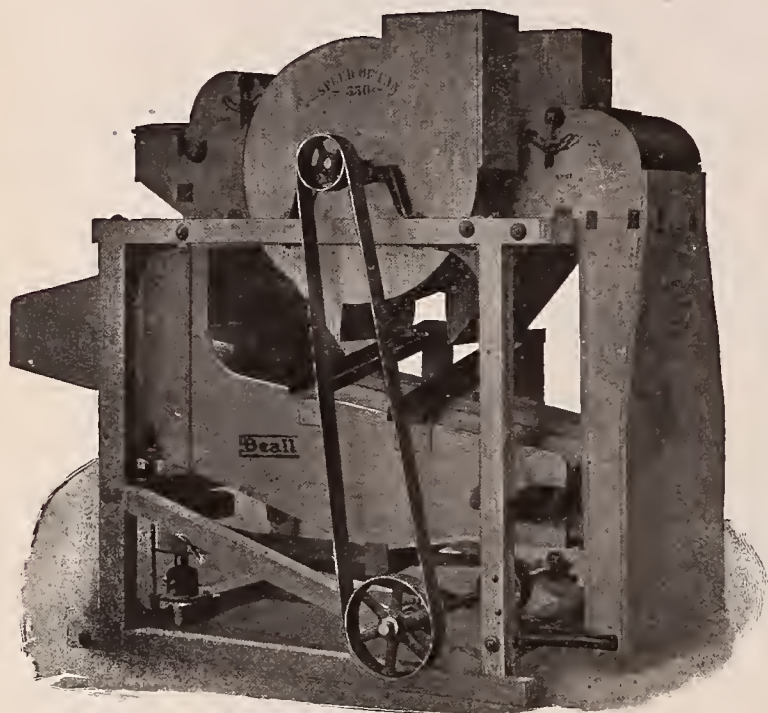
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# All That Any Separator Should Be



*Built in Ten Sizes  
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THE MARK OF QUALITY

## Rotating Warehouse and Elevator Separator

The New Beall Separator is extremely simple in design, built very strong, is thoroughly braced and will not rack. It insures economical and reliable service that year in and year out will return dollar for dollar on investment.

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- 1st. It has a rotating motion, slow speed and perfect balance
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- 4th. A small amount of horse power is required for operating.

It will pay you to write for a complete descriptive catalogue and prices, or better let us send you a separator on a 30 days' trial and let it prove to you its merits by its own work. Do it today. We take all the risk.

**The Beall Improvements Co., Inc., Decatur, Illinois**

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OF CHICAGO

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# An Invitation to An Understanding

For three months we have been advertising, primarily, the Rosenbaum Review. We have told the readers of this publication about it, its purpose, its scope, and its worth. Several hundred are apparently satisfied, some more so, for none have asked for the return of subscription remittances. The Rosenbaum Review now advertises itself; its readers recommend it, and there are over three thousand who get it regularly each week.

We are not now really concerned as to whether or not we receive another \$5.00 subscription. To all who subscribe we do guarantee satisfaction or money refunded, but we are in the grain business, and in it BIG. Our function is to handle the cereal commodities of the farm. A big business with branch offices located at most every important point, with elevators which afford modern cleaning and mixing facilities, with a force thoroughly experienced in every phase of grain merchandising, enables us, we think, to render just a little bit better service through our various departments, than it is possible to secure elsewhere.

The Rosenbaum Review today is the most popular paper published. We do not concede, and three thousand will agree with us, that any paper anywhere contains as much information of absolutely a dependable kind as the Review. The reason for this is simple. It is the viewpoint of men who know the grain business, not especially of this company, but of THE men who actually do 90% of the grain business of the country.

How was it possible for the Review to leap into public favor in three months? Simply this:

When we announced that we would publish a superior paper the grain trade believed us, and, believing in us, it has paid its money for the paper by the hundred. It is that same faith which the grain trade has in us which enables us to carry on a huge grain business. And it is our ability to carry on a huge grain business which makes it worth while for you to remember us when you have consignments, when you wish orders for future delivery executed, when you wish to buy grain, when you wish to sell grain, when you wish anything in the grain line.

*We Want Your Business and You Need Our Service*

## J. ROSENBAUM GRAIN CO.

(INCORPORATED)

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U. S. A.



W. A. Thomson & Co., Louisville, Ky.—Elevator equipped with an Ellis Continuous Feed Drier. Janse Bros., Boomer, rain & Howe, Contractors.

### The Ellis Continuous Feed

GRAIN DRIER is in a class by itself. The design is characteristic; its operation is simple to the extreme, the running expense is most economical, and the dried product it produces is unequalled.

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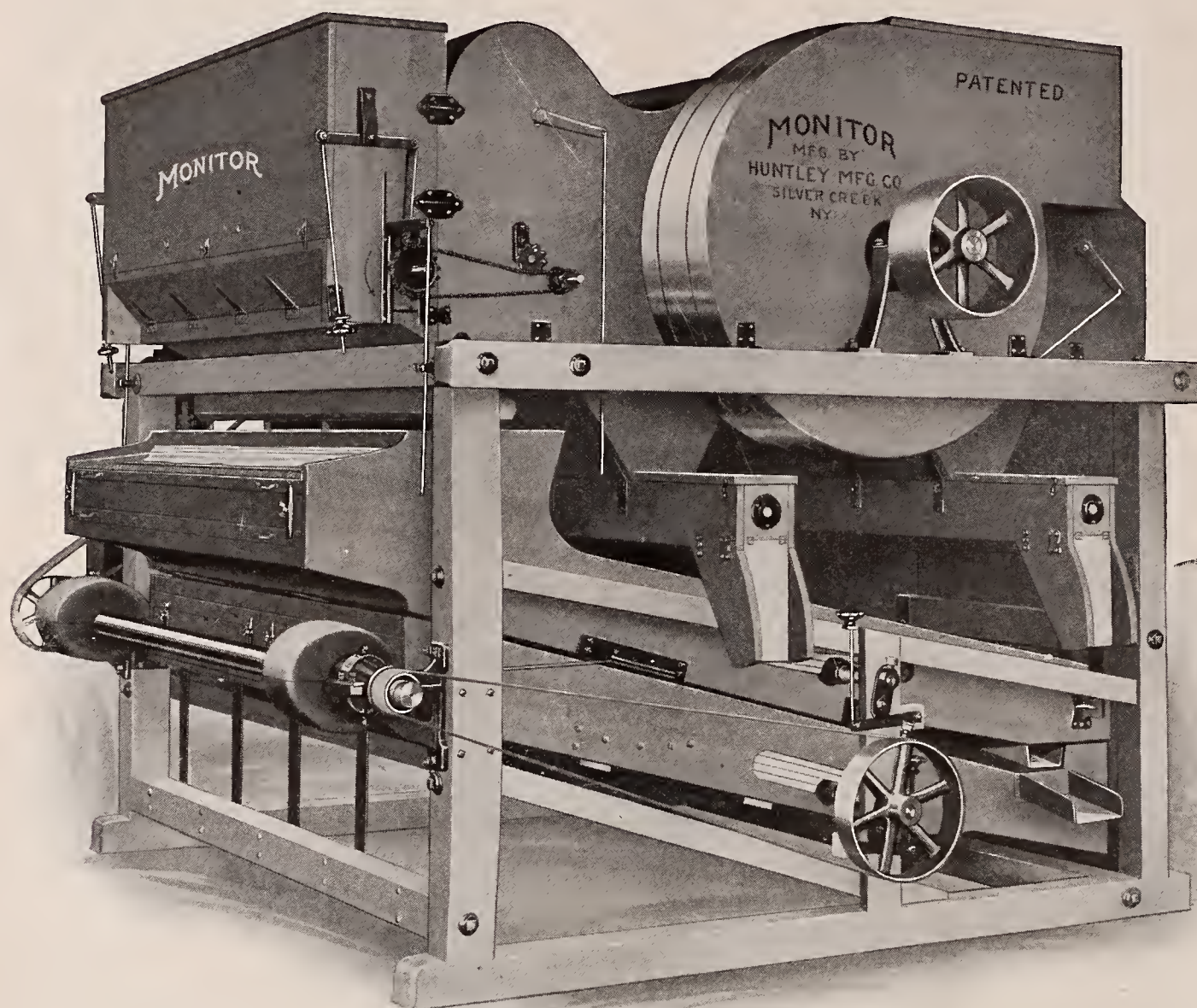
Postal Telegraph Building

GRAIN  
DRIERS

Chicago, Ill.

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Master Cleaner*****Patented***

***The choice in 80%  
of America's largest elevators***

It can't be that 80% of the largest Elevators on the North American Continent have made a mistake—it isn't possible that they could be induced to put into their houses anything but the best. Count them—100 of the largest, best equipped, modern Elevators in America—80% of them are using "Monitors." Many of them are built by firms who used "Monitors" in previous houses—buying the second time they "repeated," again purchased "Monitors." Why?—the story is worth listening to. Do you want to hear it?

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Silver Creek, New York**



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

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Established in 1882.

VOL. XXXV.

CHICAGO, ILLINOIS, APRIL 15, 1917.

No. 10

## The New Northwestern Elevator at Council Bluffs

HOWEVER the railroads have been assailed in past years for failure to provide rolling stock and adequate equipment, the voice of criticism can not be urgently raised for neglect to supply ample terminal grain facilities. They have, on the whole, met the situation with fairness, if not with liberality. The railway elevators at the various terminals are among the largest and best that have been constructed, and now comes the Chicago & Northwestern Railway Company, which in addition to its elevator recently completed at Milwaukee, its elevator in process of building at South Chicago, has just awarded the contract for the new house at Council Bluffs, Iowa, shown in our illustration.

Across the river at Omaha the grain business has been making formidable gains for a number of years. The gradual extension of the corn belt to the north has widened the market, and where, a few years ago, spring wheat and oats were about the only grains handled in any considerable quantities now both spring and winter wheat, oats, corn, sorghum and seeds, to say nothing of alfalfa and hay, are perfectly at home in the market. All of the grains will be handled at this new Council Bluffs house.

This elevator, on its completion, January 1, 1918,

will have a storage capacity of 1,300,000 bushels of grain. It will be operated by the Updike Elevator Company of Omaha, and was designed by the Witherspoon-Englar Company, Chicago, and will be built by the Witherspoon-Englar Company and Grant Smith & Co., of Chicago. Its construction is to be reinforced concrete throughout and it will represent the final word in form of building, machinery equipment and arrangement for unloading, cleaning and transferring its share of the great crops of Western grain.

The entire plant comprises a working house with track shed, drier house, office and welfare building, boiler house, dust house, bleacher tower and sulphur house. The track shed is 150 feet 8 inches by 70 feet and spans four tracks with six receiving sinks. The work house is 165 feet 8 inches by 45 feet 8 inches and is equipped with three receiving legs, three shipping legs, two cleaner legs, two clipper legs, one screenings leg, two drier legs and one bleaching leg. There are also nine 2,000 bushel hopper scales, four No. 11 style "C" Monitor Warehouse and Elevator Separators, one No. 11 Monitor Smutter, four No. 11 Monitor Oat Clippers, one No. 6 style A Monitor Screenings Machine, two Monitor Dust Packers furnished by the Huntley Manufacturing Company of Silver Creek, N. Y.; two No. 7 Richardson Separators, one mustard machine,

gravity type, one bag sewing machine. Rising above the first story, which has a height of 25 feet, are 72 bins affording storage for 309,500 bushels. These bins have a height of 70 feet.

The storage house consists of 36 reinforced concrete tanks each 21 feet 11 inches inside diameter and 85 feet deep with total capacity of 977,000 bushels. A conveyor gallery containing three transfer belts leads from the work house to the tanks and three tunnels beneath provide for return grain. The conveyor belts have a capacity each of 15,000 bushels per hour. The entire house will be equipped with the Zeleny System, furnished by the Western Fire Appliance Works of Chicago, to register the temperature of the grain in the bins at all times.

The drier is of the Morris type furnished by the Strong-Scott Manufacturing Company of Minneapolis, Minn. The machinery is electrically driven throughout. The conveying and elevating machinery was supplied by the Webster Manufacturing Company of Tiffin, Ohio.

With the operation of the new grain grades and the economies in handling and shipping which will be forced on the grain trade, and every other trade for that matter, as a result of the war, only the elevators with the most complete equipment and the most perfect handling facilities will meet all the



THE NEW CHICAGO & NORTHWESTERN RAILWAY ELEVATOR IN PROCESS OF CONSTRUCTION AT COUNCIL BLUFFS, IOWA. TO BE OPERATED BY THE UPDIKE ELEVATOR COMPANY  
Designed by Witherspoon-Englar Company, Chicago, and Being Erected by That Company and Grant Smith & Co.



requirements demanded by the new conditions. In these respects the new elevator at Council Bluffs will meet the most exacting requirements, for apparently nothing in design or machinery has been overlooked to make the house a perfect instrument for the purpose for which it was designed.

## GOVERNMENT STATEMENT OF NEW WHEAT GRADES

The official grain standards of the United States for wheat were fixed, established, promulgated, and published on March 31, by the Secretary of Agriculture, under the authority given in the Grain Standards Act. The standards are to become effective as follows: Standards for hard red winter wheat, soft red winter wheat, common white wheat, and white club wheat, are to become effective on July 1, 1917. The standards for all other wheats, including spring wheats, are to become effective on the first day of August, 1917.

The use of these standards after they become effective is required for wheat shipped from any point in the United States in interstate or foreign commerce and sold, offered for sale, or consigned for sale by grade. The Act, however, permits the interstate or foreign shipment of grain sold by sample or by type, or under any description which is not false or misleading and does not include any of the terms of the official grain standards.

The standards for wheat promulgated today divide wheat into the following classes and subclasses:

**Class I—Hard Red Spring.**—This class shall include all varieties of hard red spring wheat, but shall not include more than 10 per cent of other wheat or wheats. This class is divided into four subclasses as follows: Dark Northern Spring, Northern Spring, Red Spring, Red Spring Humpback.

**Class II—Common and Red Durum.**—This class shall include all varieties of durum wheat, but shall not include more than 10 per cent of other wheat or wheats. This class is divided into three subclasses as follows: Amber Durum, Durum, Red Durum.

**Class III—Hard Red Winter.**—This class shall include all varieties of hard red winter wheat, but shall not include more than 10 per cent of other wheat or wheats. This class is divided into three subclasses as follows: Dark Hard Winter, Hard Winter, Yellow Hard Winter.

**Class IV—Soft Red Winter.**—This class shall include all varieties of soft red winter wheat, also red club and red hybrid wheats of the Pacific Northwest, but shall not include more than 10 per cent of other wheat or wheats. This class is divided into three subclasses as follows: Red Winter, Red Walla, Soft Red.

**Class V—Common White.**—This class shall include all varieties, except Sonora, of common white wheat, whether winter or spring grown, but shall not include more than 10 per cent of other wheat or wheats. This class is divided into two subclasses as follows: Hard White, Soft White.

**Class VI—White Club.**—This class shall include all varieties and hybrids of white club wheat, and the common white wheat known as Sonora, but shall not include more than 10 per cent of other wheat or wheats.

Each subclass of wheat is divided into six grades, described as No. 1, No. 2, No. 3, No. 4, No. 5, and Sample Grade.

All standards are fixed on a dockage basis. This contemplates that, in the grading of the wheat, all weed seeds, sand, and the like will be removed by proper sieves and that the residue of wheat will be graded according to its quality and condition.

In addition, the regulations provide for methods of grading mixed wheat, smutty wheat, and treated wheat.

The order establishing the wheat standards defines bases of determination of percentages, dockage, mixed wheat, smutty wheat, treated wheat, test weight per bushel, percentage of moisture,

heat-damaged kernels, and inseparable foreign material.

Section 4 of the order provides that any grain which, when free from dockage, contains more than 6 per cent of grain of a kind or kinds other than wheat shall not be classified as wheat.

The standards are published as Service and Regulatory Announcements No. 22, Office of Markets and Rural Organization, U. S. Department of Agriculture, which will be sent, on application, to those interested.

## MAKING GOOD ON DELIVERIES

Since the box car equipment of the country has been tied up so effectually at Eastern terminals, grain shippers have been forced to use about anything on wheels that they could get for the purpose of moving grain. Cattle cars have been used in great numbers, the shipper being willing to board up the sides and ends of the car rather than hold grain for an indefinite period waiting for a regulation grain car.

But perhaps the most successful innovation in the way of equipment has been in the use of hopped coal cars. C. E. Davis of Arthur, Ill., has shipped over 50,000 bushels of grain in coal cars this season,



C. E. DAVIS LOADING GRAIN IN COAL CARS, ARTHUR, ILL.

and the experiment has proved a great success. The grain is protected by a tarpaulin stretched over a center frame running the length of the car and raised about a foot above the sides so as to give a good pitch to this improvised roof. A good quality of canvas has to be used and it is billed separate and returned by the consignee to the shipper.

## DEFECTIVE NOTICE UNDER DEMURRAGE RULES

BY SYDNEY A. HALE.

That a notice which shows only the car number is not a notice of arrival in substantial compliance with the requirements of the demurrage code is a principle upheld by the Interstate Commerce Commission in its recent decision reaffirming its unreported opinion in the case of *Herb Bros. & Martin vs. Pittsburgh, Cincinnati, Chicago & St. Louis Railway*, [42 I. C. C. 583.]

The code of car service rules in effect on the principal railroads of the country require, as a condition precedent to the assessment of demurrage upon cars unduly detained, that consignees shall receive notice of arrival of cars and that such notice shall show the point of shipment, car initials and number, the contents—and, if the contents have been transferred in transit—the initials and number of the original car. The provisions stated are supplemented by a rule specifying that when notice has been given "in substantial compliance with the requirements, as specified in these rules," the receiver shall not have the right to avoid payment of demurrage charges on the grounds that the notice

of arrival given was incomplete unless the sufficiency of the notice is challenged within 48 hours after its receipt.

In the case at issue, a carload of freight that had been transferred in transit arrived at Pittsburgh, Pa., on November 10, 1913, and was not released from the railroad tracks until December 15. The day of arrival the consignee received a notice showing car number, but failing to show point of shipment, original car number or that the shipment had been transferred. To the railroad plea that the complainant was estopped from complaining of the sufficiency of the notice after 48 hours, the Commission retorts that the notice in question was not in substantial compliance with the regulations governing the giving of notice and that, therefore, the second rule invoked in defense of the assessment of the charges is inapplicable. A refund of the car service charges paid is reaffirmed.

## FRENCH WHEAT REQUIREMENTS GREAT

Monsieur Boret in the French Chamber of Deputies recently made the statement that France would require 136,000,000 bushels of foreign wheat during the next season, that the Allies and neutral

countries in Europe would require 560,000,000 bushels additional, and that substitutes would have to be used for at least one-third of the wheat requirements. This, of course, is too large an estimate of wheat imports as the largest importations Europe has made in any one year, not counting the Central Powers, is 584,000,000 bushels. While the production in Europe has fallen off to a marked degree, economies in consumption have offset this difference, so that it is probable that 600,000,000 bushels or about 11,000,000 bushels per week will satisfy the necessities if not the desires of Europe during the present year. If the war should end, however, and reserves are accumulated and the desires of long-denied appetites are fully satisfied, then 800,000,000 bushels of imports would not be far out of the way.

In France as in other countries, two factors are interfering with work in the fields; scarcity of labor and the difficulty of getting seed. The classes of 1888 and 1889 have been released for service in the fields during the planting season, but even with this help and the use of the tractors which the Government is supplying, there is a grave shortage of man power compared to normal times. The severe winter gives hope that the weather during the growing season will be unusually favorable, but seed wheat is scarce and high, and the country will depend largely on Canadian seed for its spring crop.

A DISPATCH from the Japanese *Times* of Tokio states that arrangements have been made for the sale of 2,500 tons of South Manchurian wheat to the United States.



## Progress in Cereal Insect Investigations

Hessian Fly Problem Attacked by Government—Cutworm, Corn Rootworm, Alfalfa Weevil, Grasshoppers and other Insect Plagues Receiving Attention Leading to Their Destruction

BY WALDON FAWCETT

UNCLE SAM is planning an energetic "drive" on the Hessian Fly. This will be welcome news to a considerable portion of the grain interests, for no other insect causes more damage to the wheat crop of the United States than the Hessian Fly. Furthermore, it has appeared in recent years that the situation was getting worse rather than better. Millions of dollars loss to the grain trade have been suffered in a single season, for, when the Hessian Fly is found in abundance, hundreds of thousands of acres of wheat will be either totally destroyed or so seriously injured that the yield is reduced 50 to 75 per cent.

For some years past the Bureau of Entomology of the U. S. Department of Agriculture has been waging war on this pest with ever-increasing vigor, but it is planned this year to surpass all previous efforts. Congress will be asked for an increased amount of money for the specific purpose of battling against this ravager of our wheat fields and inasmuch as congressmen from all the fall-wheat-growing sections are now thoroughly aroused to the seriousness of the situation it is predicted that little difficulty will be encountered in securing the additional funds.

At the present time the Government is spending about \$7,500 a year in an effort to get the best of the Hessian Fly and work has been planned that will cover the entire period up to and including the year 1920 unless Congress should speed things up by a considerable increase in the working capital set aside to cope with the worst pest of the wheat field. What Uncle Sam particularly desires to do in this connection is to make a thorough study of the development and distribution of the parasites of the Hessian Fly in order to utilize their services artificially to overcome this enemy. At the same time the Federal experts want to prove to their own complete satisfaction and that of practical grain men what varieties of wheat are least subject to attack.

So far really gratifying results have attended the quest for enemies that prey upon the Hessian Fly. It has been found that the natural enemies, that is the insect enemies, of the Hessian Fly are far more numerous than was formerly supposed and that so effective are the tiny destroyers that not infrequently one species of the parasites will overcome the pest in a neighborhood so effectively as to almost exterminate it. The Department experts declare that one species of Hessian fly parasite is worth many times its weight in gold because it is

due to this checkmate more than any other that the Hessian hordes are now being held at bay in the spring wheat regions of the Northwest. Furthermore, Uncle Sam's experts have come to the conclusion that it was due to a lack of this useful little insect that the serious invasion of the Hessian Fly during the year 1914 was possible. The hard winter of 1912-1913 killed off, it is calculated, vast numbers of this particular brand of parasite and left



GRAIN SEEDER USED IN SOWING POISON TO GRASSHOPPERS

the Hessian Flies, in multiplied numbers, free to attack the wheat. As a result of these disclosures the Government's field marshals who are directing the fight against the Hessian Fly are introducing the beneficial insect in various states and localities where it was never before to be found. For instance, an introduction of this deadly foe of the Hessian Fly from Kansas is doing wonders for the wheat fields of the state of Washington where the parasite was not previously present and where in consequence of its absence the Hessian Flies were having things all their own way.

As one move in the fight against the Hessian Fly the Federal experts are conducting experiments designed to determine for each section of the fall wheat territory "safety dates" for sowing, which, if observed in the seeding of wheat, will enable the grain to evade attack by the pesky fly that now plays havoc in practically all the wheat-growing sections of the country. Speaking of this phase of the subject the other day Dr. L. O. Howard, Chief of the Bureau of Entomology, said: "We have been making a country-wide survey with regard to the Hessian Fly and after a study of the matter have succeeded in mapping out a schedule that will enable the farmers in different parts of the country to time their sowing in order to avoid the damage that may be done by this Hessian Fly. We can give the grower the approximate date for his particular section and if he will follow our recommendations he will avoid any serious damage."

The combative work of the Government with respect to the Hessian Fly, for all that it is just now so much in the eye of the grain trade, is but one of the varied activities of Uncle Sam's Division of Cereal and Forage Insect Investigation in which notable progress has recently been made. For example there might be cited the recent quick work of this branch of the Government in warning grain growers in Kansas, just in the nick of time to burn the roadside grasses when it was discovered that chinch bugs were congregating in enormous quantities. But for this timely warning there would have been an outbreak in this part of the country that would have cut down receipts at the elevators. The burning off of grass at the proper time is the only effective means the Agricultural Department has discovered for controlling the chinch bug and in order to make the most of this preventive expedient the Department now has men in the various grain sections who travel up and down the countryside on motor cycles and by this scouting work are enabled in many instances to anticipate outbreaks.

One line of work upon which Uncle Sam is expending several thousand dollars a year is that which seeks to determine accurately what species of flies other than the Hessian Fly attack wheat, etc.; especially is it sought to secure information with respect to the little-known insects whose ravages upon grain are now wrongly attributed to the Hessian Fly. Some species have already been positively identified and the work is being pushed, by means of field experiments in which, as in the case of the study of the Hessian Fly, small plats of cereals are sown at intervals in districts where the pests are destructively abundant in order that the progress of the destructive influence may be accurately gauged. When the nature and extent of the work of any of these secretive enemies of grain is fully determined, preventive measures will be sought with a view to coping with the specific destroyers involved.

The cutworm work of the Federal Government



FIELD LABORATORY AT WELLINGTON, KAN., USED BY U. S. CEREAL INSECT INVESTIGATORS FOR COMBATING THE HESSIAN FLY



A ROW OF GLOBE CAGES EMPLOYED BY GOVERNMENT CEREAL EXPERTS FOR STUDYING THE LIVES AND HABITS OF GRAIN INSECTS





THESE TWO FIELDS ARE BEING SOWN WITH POISONED BAIT TO DESTROY THE GRASSHOPPERS WITH WHICH THEY ARE INFESTED

is an important research activity that comes under the jurisdiction of this institution devoted to Cereal and Forage Insect Investigations. The life history and habits of all species of cutworms affecting corn and grass are being investigated, together with their parasites and other natural enemies. The diverse habits of the various members of the cutworm family make it necessary to study each separately and consequently a great amount of work is involved. Cornleaf aphid is likewise a pest that is deemed of sufficient importance to have a little niche all its own in Uncle Sam's plan of campaign against cereal enemies.

Corn rootworms have time and again demonstrated their ability to play havoc with the crop in sections subject to the annual overflow of streams and so the Bureau of Entomology has detailed several men to go on the trail of this pest. The Western corn rootworm, the Southern variety and the Colorado species is each being studied separately. This work has been but fairly entered upon but satisfactory progress is being made in ascertaining the conditions under which these worms may attack growing corn, and the discovery of practical means of preventing injuries will, it is hoped, follow in due course. The wireworms that attack grain and forage crops are likewise to have their day of reckoning if an energetic quest by Government experts can bring it about. These specialists are even going so far, of late, as to investigate the effects of tile drainage on the wireworms that inhabit low-lying wet land.

The native species of white grub has been under the suspicion of the Federal cereal sleuths for half a dozen years now and they are working for ways and means to destroy or prevent the appearance of this pest. Jointworms, too, are being treated as having no excuse for existence and Uncle Sam is encouraging in the most friendly manner all the natural enemies of the sod webworms, a species of moth that if left to multiply might become a plague of our grain fields. The fall army worm is distinctly a Southern nuisance but one that bothers extensive grain interests in Texas. And so the list might be continued,—the list of cereal insects that

Uncle Sam is striving to put down and out,—until it extended to the cornstalk borer, the corn beetle, the green bug, a leaf miner affecting small grains and a number of others.

As for forage insect investigations, why the Government is expending more than \$14,000 a year solely in an effort to prevent the large percentage of loss of clover and alfalfa seed due to chalcids. Half as much more is being spent in an effort to effect the control of other insects affecting clover seed. The soy bean insects have their habits under scrutiny and Uncle Sam is just now collecting information relative to all insects that attack cowpeas either above or below ground. How to get rid

of grain industry will be immense if we are actually to enjoy the millennium of comparative immunity from grasshopper havoc, as seems to be promised by the success of the campaign conducted by the Federal experts in the Merrimac Valley where it was demonstrated that in one season the pest can be banished from a district which had been ravaged by grasshoppers for nearly a century. The Government specialists have staged contests with grasshoppers in such prominent grain-producing districts as Kansas, the Imperial and San Joaquin Valleys of California, in Oregon and elsewhere and they have now in preparation a book of recipes that will give the everyday grain man full directions for destroying grasshoppers. Nor does this mean that the grasshopper work is now a closed incident by any means. On the contrary several experts are now busy trying to find out whether arsenicates cannot be substituted for Paris green as a grasshopper "cure," the price of Paris green having risen enormously since the outbreak of the European war.

That the Government in its work in pointing out to the grain trade how cereal insects may be combated aims to be thoroughly practical from the standpoint of the grain grower who has neither time nor money to waste is attested by the hard work that has been put in on the problem of foiling the alfalfa weevil. The alfalfa weevil has been under investigation for several years past and the Federal experts some time since practically solved the problem in so far as the discovery of an effective remedy was concerned. But unfortunately the remedy they hit upon is not an economical remedy.

It has been proven that spraying with arsenate after the first crop will fix the pesky alfalfa weevil, but this involves an expense of at least 50 cents an acre which some of the growers regard as a trifle high. Consequently the cereal insect sharps are now busy on the problem of a remedy that will cut this expense in half,—reduce it, in other words to 25 cents per acre. In co-operation with the Office of Farm Management a study is also being made of the proper sequence of crops and of farm management under weevil conditions with the object of

HEADQUARTERS OF CEREAL INSECT SLEUTHS AT  
LAFAYETTE, IND.

of the range caterpillar during its different stages of development is a problem that is on the Federal slate right now and just recently the Bureau of Entomology was able to announce the working out of a satisfactory cultural method of controlling the alfalfa weevil, a pest that has proven serious in territory of considerable extent.

The grasshopper work of this institution also stands out as a conspicuous example of what Uncle Sam's cereal savers can do when they get on the job. A positive method of grasshopper control has been secured and certainly the saving to the entire



CEREAL INSECT FIELD STATION AT LAFAYETTE, IND.



OUT-DOOR BREEDING CAGE FOR INSECTS AT WELLINGTON, KAN.



getting at the problem from that angle. Incidentally it may be noted that the alfalfa growers of California got off easily in the matter of expense when they called in the Federal cereal experts to help them fight the grasshoppers. By putting the poison in seed distributors as a means of treating the infested fields the expense averaged only 22 cents per acre, for all that in some places they found 500 grasshoppers to the square yard.

The recent rapid progress of Uncle Sam's cereal insect investigations may, to the older generation of grain men, appear all the more remarkable because it has only been within comparatively recent years,—not more than two score years at most,—that grain growers began to seek help from entomology. From a date as early as 1638 the historical records of New England chronicle the appearance at intervals of "bugs" that played havoc with the corn and other products but it was many years ere the tillers of the soil invoked protective measures and when they did make a start their first consideration seems to have been for the garden vegetables. Gradually however missionary work was carried on among the grain growers and finally came the introduction of the entomological field station. A cordon of these field stations now stretches across the United States,—sentry boxes in which scientists stand guard over the grain crop of the republic.

In one respect Uncle Sam's system of field stations has proven invaluable. It has enabled the cereal sleuths to better keep track of destructive insects that are by no means confined to one locality. Under the old conditions when a pest was studied only in one locality and a remedy discovered that would control the destroyers in that particular locality, it naturally came about that when the prescribed ways and means were resorted to upon the appearance of the insect in a new locality, very often the "cure" failed to prove effective. Now, there are carried on broad, interstate investigations and at the same time, by means of the field stations, there are conducted studies of the special local conditions here and there that make necessary exceptions to all rules; result,—a grasp of the whole situation that enables the experts to cope with all the "variations" of a cereal insect raid no matter what the point of attack.

What is believed to be the first entomological laboratory for the exclusive study of cereal and forage insects was established at Tower City, N. D., in the year 1905. It was here that it was conclusively demonstrated that the Hessian Fly attacks spring wheat,—a point that had been in dispute up to the time of the establishment of this station. Soon after this Congress made a special appropriation for the study of the spring grain-aphis or "green bug" and a laboratory was established at Richmond, Ind., to specialize on this pest.

Now, Uncle Sam's machinery for getting the best of cereal insects comprises more than a dozen field stations, each carrying on work more or less highly specialized. For example at Sioux City, Iowa, and Wellington, Kan., we find stations that concentrate in work on the Hessian Fly and grasshoppers. At Salt Lake City, Utah, the alfalfa weevil gets the major portion of the attention and Tempe, Ariz., is another outpost where the alfalfa insects are being watched suspiciously. The corn ear worm is being studied at his peril by scientists located at Brownsville, Texas; and at Martinez, Cal., the death knell of the alfalfa seed chalcis is being sounded.

The grain belt of the Middle West and West is not the only part of the country that is profiting by this scheme to rout the cereal insects. To cope with the grasshopper pest in New England, Uncle Sam maintains a guard house at West Springfield, Mass.; and at Lafayette, Ind., there is a field station that divides its attention between the white grub and Hessian Fly. In the South there are stations at Charlottesville, Va., devoted to wheat joint worms; at Hagerstown, Md., devoted to wire worms and the Hessian Fly; at Columbia, S. C., specializing on corn root worms; and at Knoxville, Tenn., devoted to the sod web worms. Nor must we overlook the station at Charleston, Mo., that gives attention to wireworms, joint worms and the Hessian Fly.

Newest of these field stations in aid of the grain

trade is the one at Forest Grove, Ore., where the alfalfa seed chalcis and the clover seed midget or clover-flower midge are being attacked. This station was established in response to an appeal from the clover growers of the Northwest who were alarmed for the clover seed crop. When they took the trail after the midge the Federal experts soon found that another insect, the clover-root borer, was also present and was doing no end of damage so that they faced two problems instead of one. Recently the scientists have concluded experiments that inspire confidence that they will be enabled to eliminate these pests. Incidentally the men detailed for work in the Pacific Northwest have had to devote no little time to the investigation of troubles due to the Hessian Fly in wheat so that they will have a hand in the big drive against the Hessians now planned. To better encompass the defeat of



FIELD OF CORN STRIPPED BY GRASSHOPPERS AND CORN INSECTS

the Hessians it is probable that Uncle Sam will next summer supplement his regular field stations by establishing sub-stations for summer work in the wheat belt.

### NEW YORK GRAIN TERMINALS

During the past two months the Committee on Canals of the New York Produce Exchange have been at work creating a sentiment throughout the state in favor of state-owned elevators at Buffalo, Oswego and New York, to handle the grain traffic of the canal which is expected to reach enormous proportions when the enlarged canal is ready for the new crop movement.

This expectation of increased grain traffic is based upon the fact that the 12-foot canal will be able to handle grain in large lots from Lake Erie to the ocean port, cheaper than by any other route it could travel and that the tonnage will naturally seek the cheapest course. A large part of Buffalo's 20,000,000-bushel storage capacity could serve canal boats as well as cars, or could easily be made to do so. In New York the 8,000,000-bushel capacity is served by railroads alone so far as incoming grain is concerned, and then it has to be lightered to shipside for export. Oswego, which at one time was a grain port of considerable importance, has no facilities adequate to the expected business for it is believed that with the opening of the Welland Canal a large volume of Canadian grain will seek the

nearest point for export through the Oswego and the Erie Barge Canals.

The relative value of state-owned vs. privately-owned elevators is debatable, of course, but the Exchange Committee is putting out a strong argument for the former plan. Furthermore they emphasize the need of immediate action as military needs are liable to cripple the commercial efficiency of the railroads, whereas canal traffic could be moved steadily and, on the average, more rapidly than by rail as there would not be terminal delays at either end nor switching inconveniences anywhere. For military reasons alone, they say, the building of grain terminals would justify the action by the state.

The new barge canal will undoubtedly make New York one of the greatest grain ports in the world and there should be no restriction to the free movement which only adequate terminal facilities will make possible. Already tentative plans have been drawn by Frank M. Williams, state engineer and surveyor, for the construction of a pier so designed as to footings, foundations and superstructure that it can be made to carry an elevator at which vessels can be loaded, without interfering with the movement of general freight. As it is estimated that the general freight will compose 25 per cent, while grain will compose 75 per cent of the canal traffic, it seems obvious that the latter should be amply provided for. At present only Dow's plant of 1,800,000 bushels capacity is available.

### RUSSIAN CROPS AND THE REVOLUTION

So rapidly do world events pass before the mental screen that already the Russian revolution, which was of such tremendous importance, not only to Russia, but to the world, seems a long way back on the calendar, and yet it all happened less than a month ago. The events leading up to the uprising and the political consequences are familiar to every reader of the daily papers, and there are few indeed who do not read.

But there are two factors connected with the revolution which are of particular interest to the grain trade. First of all, the initial riots leading up to the overthrow of the Romanoffs, were started because of lack of food in Petrograd and Moscow. There is undoubtedly plenty of grain in Russia, but in some parts of the country the people were suffering from actual want. Statistical facts regarding Russia's wheat reserve are difficult to obtain. The 1915 crop was estimated at 833,965,000 bushels for European Russia, and for the preceding year 179,960,000 bushels for Asiatic Russia, so that the whole 1915 crop was probably almost as large as our record crop of that year. For 1916 figures are lacking, both as to production and reserves. Ordinarily Russia exports from 75,000,000 to 100,000,000 bushels of wheat, and though the 1916 crop was undoubtedly far short of the preceding year there can be no doubt but that the present reserve is considerable. And yet in some parts of the Empire the people were in want for food.

The reason was the disorganization of the railroad service. We, in this country, have experienced to some extent the effect of railroad disorganization and congestion. But the effect in Russia can be imagined on comparison of the two systems. In this country we have 263,547 miles of railroad for an area of 3,743,306 square miles, or one mile of railroad for about 14 square miles. In Russia there are 46,586 miles of railroad, an area of 8,764,586 square miles, and one mile of road for each 188 square miles of territory. The roads were overburdened with the movement of war supplies and troops, but more than that the management was accused of inefficiency which was deliberately planned to cripple the army. The food supply and the railway service were the two chief causes for the insurrection. The importance of these two factors and the results of their failure are subjects which can be studied by the grain trade to advantage.

Indications point to the fact that America has learned the lesson and that our railroad systems will be co-ordinated to insure the most efficient handling of men and supplies for the army.



## Sidelights on An Indiana Elevator

Some Impressions of a 750,000-Bushel Plant Gathered by a Visitor Who Kept His Eyes and Ears Wide Open

BY JAMES F. HOBART

"WHAT'S the matter?" the writer recently remarked to the foreman of a 750,000-bushel grain elevator in Indiana. "Here is your elevator full of grain, a good demand for it, and you are not turning a wheel. What's the matter?"

"We can't get cars," replied the foreman. "We have orders for every bushel of grain we have but we can't guarantee shipments, hardly even make them. Why, we would load out 25 cars today if we could get them."

"Can't you get any cars at all? I didn't know the railroads were as short as all that amounts to. What's the matter?"

"Yes, we could get a few cars, but this Home Routing Law plays the merry mischief with us just now. The law may be all right after it gets worked down, but now, surely everything is up in the air and we can't do anything. You see, we can't load a car now unless it is for some certain destination upon the road which owns the car. And we must have a destination before we can order a car. We can't load any old car and send it wherever it happens to be needed. If we 'load for bear' we can't shoot moose, see?"

"Then if you want to ship to points on the Big Four and the Pennsylvania roads, you have got to secure a Big Four car and a Pennsylvania car before you can make the shipment, is that it?"

"That is just what is the matter and we are all-firedly up against it right now, I tell you. After it gets to working it will go all right I think, for foreign cars will be loaded for home and will get there in some decent time. It will be a queer state of things, though, when the roads have to send their cars out empty, so we can load them home, won't it? Meanwhile, here we are, turning away orders every day, losing sales right along, just because we can't get cars to ship out our orders in! Oh, me! Oh, my! Just see how all this goes to help boost the high cost of living!"

"Say: Here is a 'Hurrah' for the Home Route Car Law. There is an Erie Railroad car standing empty. We have just unloaded it. Then there are two other empty cars on our siding, but we can't load them for we have no orders to be delivered on their home roads. And we can't even load the Erie car to a point towards its home road without a lot of red tape with the railroad company, getting permission and so forth!"

\* \* \*

All the under-floor elevator legs in this plant, were fitted with above-floor take-up wheels so that it was never necessary to go below and crawl underneath spouts and beams when a belt had to be taken up a little, or the elevator buckets guided a bit to one side or the other. A couple of timbers, one on either side of the elevator legs, and there were the take-up hand-wheels in plain sight and convenient to the hand, and where a man could make the adjustments in comfort, and at the same time, watch the belt in one of the legs, while the required adjustment was being made.

Once the belt tracked properly, a bit of No. 16 wire, twisted around the rim of each hand-wheel, and extending across from one wheel to another, very effectually prevented any change in the adjustment through the turning of a hand-wheel by machine vibration. It also prevented chance interference by unauthorized persons, who often have a great desire to turn a wheel just to see "what would happen!" The oiling of these under-floor boot shafts was also brought on deck by means of a small pipe to each bearing, each pipe being carefully closed by a dust-proof, easily removed cover.

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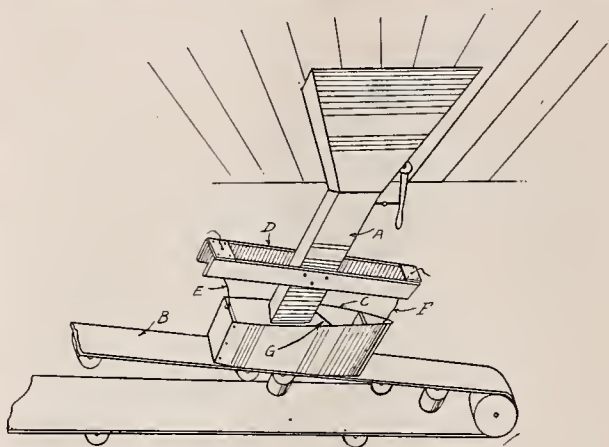
This elevator was well equipped with bleaching and tempering bins, and underneath one of the tempering discharge spouts the writer noticed a very simple shoe, made from a bit of old rubber

belt, bits of board and strings, which very effectually prevented grain from "slopping" over the edge of the conveyor belt should there chance to be a sudden rush or surge of the grain which was flowing from the bin overhead.

In the sketch, *A* represents the spout from overhead bin; *B*, the conveyor belt upon which grain is to be delivered and *C* is the feed shoe. It is made from a piece of 6-inch or 8-inch rubber belting nailed to a board head at the left hand end. The length of this board head is a trifle more than the width of spout *A*.

The belt is carried to the right about 4 feet, then returned upon itself and the other end nailed to the same left-hand wooden head. Several inches from the fold of the belt, another wooden head is nailed between the folds of the belt, but the length of this head is some less than the thickness of delivery spout *A*.

A couple of boards or scantlings, *D*, were nailed upon either side of the spout *A*, a ledger was nailed upon either end of the pair of boards and a hole bored through either ledger through which cords *E* and *F* were passed and made fast to either end of the feed shoe *C*. Another cord was passed through



SHOE FOR BELT CONVEYOR

holes punched in the belt, close to the "down-hill" side of spout *A*. This cord was knotted short enough to permit the shoe to play easily up and down spout *A* accordingly as the grain level rose and fell, but cord *G* prevented any undue movement of shoe *C* along the conveyor belt with the mass of grain. The device worked to perfection. Not a kernel of grain got past it, no matter whether the feed was very slow or as much as the conveyor belt could carry.

\* \* \*

"Do you have many chokes?" The writer asked this question of the elevator foreman. "No," was the reply. "We never have a choke unless a bucket comes off an elevator and clogs the discharge opening. You see, it's this way: The elevator is fitted with rope drives throughout and the same rope goes from one machine to another driving each and all, so one belt can't slip and let a conveyor stand idle while an elevator leg is discharging into the conveyor at full capacity. No, if one machine stops, in this elevator, they all must all stop. There's no getting away from that, and it surely does prevent a whole lot of chokes."

"It is almost impossible to stop an elevator in this outfit, without stopping all the other machinery, for the entire upper portion of the machinery is driven by a 2-inch rope, about 2,000 feet long. There's a 12-foot pulley on the main line shaft, which is direct connected to the engine shaft. There are six grooves in the 12-foot wheel, and that 2-inch rope makes six turns around that wheel and around the wheel on the head shaft in the top of the building. So, you see, there is mighty little chance of anything stopping, in this outfit, through the slipping or breaking of a belt."

"Why, we drive the car puller with a 1-inch rope

which makes four turns around each pulley on main shaft and on car-puller friction shaft, and we have no trouble at all in starting 12 loaded cars. Yes, most of the machines are driven by ropes. There is the oat clipper. That has the same rope which drives the elevator which takes material away from it, so we can't get a clog there, unless as I said a while ago, a bucket or two comes off and stops a discharge opening. But that doesn't happen very often for we watch the elevators pretty well."

\* \* \*

"Do you know that we are cleaning a large amount of seed oats each year? Every year the demand is increasing. The farmers have learned that we can take everything out save the good oats, and the seed they sow will be free from cockle and every other pest that often comes with seed grain. We have two cleaners, one partly, the other wholly suction. The part suction machine is what we use for seed oats. All the light stuff, straw, etc., goes off at one end, the small seeds go through, and the clean oats, after passing several sieves are delivered at the other end of the machine, clean and heavy, not a light oat or a weed seed to be found in 100 bushels of the seed oats. I tell you, the farmers are beginning to appreciate cleaned grain for seeding purposes, and we are arranged to give them the real thing."

\* \* \*

"Yes, we have very little trouble with the rubber conveyor belts. We have four, two on top of the bins and two underground. Each is 36 inches wide and the ones upstairs lasts about eight years, while those below last for about 10 years. What makes the difference? Well, for one thing, there are two more pulleys for an upstairs belt to run around. You know, also, the temperature is higher up there than it is in the base, and the higher temperature tends to vulcanize the belt a little faster than the lower temperature in the underground conduit. Another thing, which helps wear out the belts on top of the storage tanks, is that we sometimes have to run pretty hot grain over the upper belts. Usually, the grain is pretty well cooled by the time it finds its way to the lower belts, and that is another thing to hasten the vulcanization of the upper belts."

"Do you give these belts any care? Clean them or apply any dressing of any kind?"

"No; the only thing we ever do is to clean them sometimes in cold weather. When we run a lot of hot corn, there forms a sort of skin or coating on the belt, which is as slippery as oil. Whenever such a coating forms, as soon as possible we rub it off by applying some sacking to the belt. We keep working the sacking around so as to bring a fresh surface to the belt, and in a short time, the coating has all been removed by the sacking."

\* \* \*

"Sure, we test out for moisture a great deal. We bleach lots of oats and we like to make moisture tests before and after the bleaching process, then we know just where we stand. Corn, too, needs a good bit of testing."

"We have a four-pocket tester and can run from one to four tests at the same time. Each test is heated by its own individual lamp. We used to burn gasoline in these lamps, but now we burn alcohol. See how the walls and ceiling of the test room are blackened? Well, that was done by the smoky gasoline. Since we have been using alcohol in the lamps under the retorts, we never have a bit of smoke and everything is clean."

"Yes, we use the oil process. Weigh out 100 grams of grain, put it in a glass bottle or 'retort,' pour in enough common machine oil to cover the grain, then close the opening of the bottle retort with a cork through which extends a tube and the stem of a thermometer. The latter dips into the oil. The tube connects with a coil of condensing pipe contained in a tank of water which is kept at all times, at as nearly the same temperature as possible, to the grain to be tested."

"The retort containing the corn is heated to 240° F. and kept at that temperature until all boiling of the oil has ceased, showing that every particle of moisture in the grain has been evaporated into



steam and has passed off through the tube where it is condensed and drips into a tall measuring glass which is accurately graduated into cubic centimeters.

"After all the moisture has come over and has been condensed, we only have to see how many cubic centimeters the condensed moisture measures, and we have the percentage of moisture in the grain given direct. If there be 7 cubic centimeters of water in the measuring glass, then the grain contained 7 per cent of moisture, and so on. You see, it is this way, and here is where one of the beauties of the metric system comes in handy. One gram of water will measure just one centimeter at a certain temperature, therefore, if we distill 7 cubic centimeters of water from 100 grams of grain, then the 7 cubic centimeters of moisture must have weighed 7 grams, leaving 93 grams of bone dry grain when separated from 7 per cent of moisture.

"Want to taste of the tested corn? It does not taste badly, for all of the fact that it has been boiled in machine oil. But there is one queer thing about the tested corn. A few kernels of it makes a fine physic and the boys around this elevator never have to buy medicine. When they feel the need of a physic, they only have to eat a few grains of tested corn, which is fully as effective as a dose of salts.

"To be sure, the apparatus is a regular little still, and by putting in some mash, we could distill off spirits as slick as you please. May come in handy some day when Indiana goes 'bone dry' as now seems to be a foregone conclusion. That would be a new one on the revenue people, wouldn't it? 'Moonshine Elevator Whiskey?' Well, the good thing about it is that the little testing stills are so very small that it would require a year to make up a barrel of proof spirits so there is not much danger of 'Moonshine Elevators' yet awhile.

to the extent that he must rely on new business to make up for the loss of old, something is wrong. The organization has been put together incorrectly, with too much attention being paid to one thing and not enough to another.

The best thing ever said about one of the oldest public elevators operating in the Ohio Valley is that the people who use its service once always come back. It is handling the business of a number of dealers whose trade is sufficient to warrant them in operating their own elevators if they chose to do so, but although conditions have been such as to enable them to pull out of the old house if they liked, they continue to use its service.

This is a notable compliment when it is remembered that this elevator concern is handling the business of a number of competing dealers, who not only want to get good service themselves, but who are jealous of special privileges extended to anybody else. They would be quick to notice any discrimination for or against a customer, and to complain if they thought that anything except even-handed justice were being handed out. The fact that year after year they continue to use the facilities provided by this house speaks volumes for the character of the service which they have received, and has constituted about the only argument against the establishment of private individual elevators by the concerns which are now using space in the big house.

In fact, one of the principal dealers, who is inclined to split hairs, and to magnify trifles, has occasionally announced plans for the erection of an elevator of his own; not that he has any reason to complain about the service he is receiving, but just to serve notice, as it were, that he is planning to make himself independent of it. Well, the elevator is still on paper. Perhaps it will eventuate one of these days; but at all events the fact remains that he has not yet found it absolutely necessary to part company with the elevator now operating. It is easy to understand that if he were not getting bang-up service, the new elevator would have gone up long ago.

Of course, a condition of this kind is brought about by what is generally described as good management, as it pertains to the maintenance of the mechanical equipment in good order and to generally high-grade work in the operation of the plant. But good service is almost synonymous with good management. One would not expect to get good service from an elevator which was poorly managed, nor would a plant which had a name for good management be likely to offer poor service. The two work together, good service really being the evidence that the management of the house is right. This applies all the way along, and when a customer doesn't get the right kind of deal, he is safe in assuming that it was the definite result of a definite cause, improper organization or management of the business.

It would do most grain dealers and other business men a lot of good to think over the question of taking care of present customers, and taking some of the emphasis off the new business department. The latter will always be important, and is undoubtedly the spectacular end of trade. It gives young blood a chance to distinguish itself, and lends the fillip of novelty and interest to business which may otherwise get somewhat monotonous and stodgy. But except in the case of a concern just starting out, new business is not the life-blood of the institution, which is represented by the regular, established trade, loss of which would be fatal; and hence it follows logically that since the continuance and prosperity of the business depends upon the old customers, it will pay to devote a lot more attention than actually necessary to them.

Some of the best executives in the country have made good as secretaries of trade organizations, in which they have shown not only ability to work, but ability to please many people. The secretary's job is usually not envied, because of the obvious fact that he has many masters, all of whom are likely to be more or less critical of his work. But the business man is really in the same position, for his success depends on pleasing his customers, individually and severally. The same diplomacy in

## Operating the "Old Business" Department

Keeping Customers as Important as Getting Them—Selling Ability vs. Service as a Money Market—How One Public Elevator Keeps Its Business

BY G. D. CRAIN, JR.

THE magazine advertisements of a concern which is selling correspondence courses in various subjects have been adorned recently with pictures of a young man with large tortoise-shelled glasses, wearing a look of modest pride. This young man, the ads say, rose in an incredibly short period, if one believes the correspondence courses, to be president of a great corporation.

As a matter of fact, the gentleman who furnishes the advertising illustration seems to be a remarkably gifted salesman, and showed enough ability to get business for his company to warrant a spectacular rise in its service. He is a fine example of the modern business-getter, and indicates as well as one could ask the rewards that lie before the "new business" man in almost any concern.

Selling is a field which is attracting some great minds and great abilities. Going out and digging up new accounts has been dignified into a fine art. Adding to the volume of business is a subject which is studied from every angle, and to which more consideration is given in the average business office than to any other one thing. All of this is good enough in its way, but the emphasis which has been laid upon it leads to the question, "If all this attention is being paid to the new customer, what about the old?"

The public service corporations pay their new-business men big salaries for adding new consumers to their lines. They pay "complaint clerks" small salaries for adjusting kinks in the service. Hotels employ high-priced promotion men for the purpose of attracting new custom, but almost anybody can stay a week in almost any hotel, ranging all the way from the Waldorf to the Salvation Army establishment, and pick numerous flaws in its service.

The only fair conclusion is that nowadays a great deal more time and effort are expended in getting business than in holding it. Did you ever think of that?

A good rule is suggested in the aphorism printed recently, "Don't use all your stars in the selling end: save a few for service." The business man who spends most of his energies in landing new customers is going to find some trouble in holding the old ones, in the very nature of things; for good service isn't automatic, and the man in charge of a business ought to do just as much thinking about how to please those already on his books as how to get others there.

In an important grain market, one dealer in particular is known as a clever salesman. He can go out on the road and get business, and he can "dope out" nifty selling ideas that he can work by mail. The result is that he keeps things pretty well stirred up all the time among his prospective customers. He is successful, too; no doubt about it.

In the same town is an old dealer who has been in the business for 30 years, and whose proudest boast is that many of those who started with him as regular connections are still doing business with his establishment. He is not only scrupulously honest in all his dealings—and he has passed through periods when the scrupulously honest man attracted some attention—but he takes care of business in a business-like way. He doesn't add many new accounts, but manages to hold up his volume in very satisfactory style. He is a success, too.

Now, this article is not intended to suggest to anybody that the second man is deserving of more credit than the first, but only to call attention to the fact that there are two ways of making a business success, in the grain business as elsewhere, and that the ideal system is to combine those methods instead of relying on one of them exclusively. The man who is paying so much attention to new business that he forgets to look after his old is in danger of doing little more than replace lost business; while the man who is taking good care of what he has already can afford to be satisfied with a smaller proportion of new business, for most of it will represent a net gain.

This whole subject was brought home to the attention of the writer in a convincing way not long ago by one of the leading advertising agents of Chicago, who had just seen another agency almost wrecked by the loss of two of its oldest accounts, which had been regarded by its officers as sure things. The principal men in this organization have been noted as business-getters rather than service givers, and while they have been able to land much new business, the loss of the two principal accounts on the books made a big hole in the volume of the concern, and caused them and others in this particular line to realize that no organization can hope to "get by" on sales ability alone.

"We have all of us appreciated the value of service more than ever before," said the agent referred to. "Getting out after new business is an alluring proposition, but it can't compare with holding the old business in line by satisfactory service. It's much easier to build by adding to what you've got than by having to make up for heavy losses occasioned through mediocre service, and I believe that the average agent will hustle all the harder hereafter, by reason of the impression made on him by the spectacular changes just announced in the other office, to take good care of the accounts which he already has."

The advertising business is no different from any other in the demands made by customers for service. The grain dealer must deliver good service to hold his customers in line. The elevator man must be able to please his trade if he expects to get their business. And when anybody falls down



dealing with members of an organization can be used to advantage in handling the business of individual customers. It will help to eliminate friction, and make for improved service.

The head of the elevator whose success was referred to above makes a point of calling almost daily on most of the big concerns which are using his plan. He drops in and gives them a chance to make any suggestions which may be in order, or to furnish specific instructions about particular lots of grain. In that way he has a chance to anticipate possible objections, to remove the opportunity for possible errors, and to cement the good relations already existing between the elevator and its customers.

It goes without saying that his time is not wasted, but rather is spent to good advantage; and anybody in the grain business, no matter in what department, who spends more rather than less time in cultivating his old customers, and who puts the loud pedal on the "old-business" instead of the "new-business" department, will be likely to agree with him that such effort is exceedingly profitable, judged solely from the standpoint of dollars-and-cents results.

### A MANY PURPOSE PLANT

Oklahoma has been coming to the front so rapidly of recent years as a grain state that the crop has become an important factor in the economy of the country. Frederick, in the southern part of the state is in an important grain section so that the plant of the E. O. Billingslea Grain Company, between the tracks of the Frisco and the Wichita



PLANT OF THE E. O. BILLINGSLEA GRAIN COMPANY, FREDERICK, OKLA.

Falls and Northwestern branch of the Katy Railroads, is in a strong strategic position, both for incoming grain and for shipments to the South and East, the firm having many strong affiliations in both directions.

The house has a long frontage on the railroads so that it spreads out over a generous area. At one end is the grain elevator with a capacity of 12,000 bushels of bulk grain; at the other end a custom and feed grinding outfit and office; and between them a warehouse holding 25 carloads of sacked grain, feed, cotton and seed. All the departments have loading spouts or platforms on the track side.

The equipment of the plant includes an Invincible Grain Separator; a 4-bushel registering automatic scale; a 2-ton warehouse scale; 4-ton wagon scale; manlift; Sprout, Waldron Meal Mill; corn sheller; Bowsher Combination Mill, and a feed mill.

The wagon dump, on the side opposite to that shown in the illustration, is equipped with a controllable dump with drive room wide enough to accommodate four horses abreast. An 18-inch belt conveys the grain from the dump to the two elevating legs. There is also an unloading dump for car shipments and a power shovel.

During the season the plant handles a large volume of business, all the departments being busy most of the time.

## Food Crop Must be Increased

### World Demand and World Food Shortage Should be Met by American Farmers —Efficient Production Imperative—What Crops Should be Stressed and Where

SECRETARY D. F. Houston, of the U. S. Department of Agriculture, on April 7, issued a statement to the grain producers of the nation, which is only of slightly less interest to the grain handlers. It is based on patriotic premises, but underlying every statement is a sound economic reason for the appeal. Each day the importance of increasing and conserving our food supply is made more urgent by the statements that are being made of the needs of this nation and our allies. Secretary Houston's appeal is, in part, as follows:

The importance to the nation of a generously adequate food supply for the coming year cannot be over-emphasized in view of the economic problems which may arise as a result of the entrance of the United States into the war. Every effort should be made to produce more crops than are needed for our own requirements. Many millions of people across the sea, as well as our own people, must rely in large part upon the products of our fields and ranges. This situation will continue to exist even though hostilities should end unexpectedly soon, since European production cannot be restored immediately to its normal basis. Recognition of the fact that the world at large, as well as our own consumers, must rely more strongly on American farmers this year than ever before should encourage them to strive to the utmost to meet these urgent needs.

It is obvious that the greatest and most important service that is required of our agriculture under existing conditions is an enlarged production of the staple food crops. Because of the shortage of such

more than the average for the preceding five-year period (35,724,000). The condition of this crop, as shown by the Department in its report of April 7, is more than 25 per cent below the average condition April 1 for the past 10 years. This condition forecasts a production this year nearly 52,000,000 bushels less than that of 1916 and 243,000,000 bushels less than the crop of 1915.

Climatic requirements of spring wheat during the last few weeks of its growth render it a more risky crop than others to plant outside the areas in which its production has been proved to be successful, so that it is not recommended for regions where oats or corn will be more certain to produce satisfactory yields. In the northern spring-wheat states, however, where old ground has been reserved for flax and seed wheat is available, flax ground may well be sown with spring wheat and new land broken for flax where such land is available. In the Pacific Northwest, where the seed supply of well adapted varieties is adequate, a considerably increased acreage of spring wheat appears probable. The spring wheat acreage of 1916 (17,956,000 acres) was more than 5 per cent less than that of 1915 (19,161,000 acres), and more than 4 per cent less than the preceding five-year average (18,799,000 acres).

#### Good Seed Wheat Necessary.

The minimum quality of seed grain that should be relied upon under existing conditions is a very difficult point to decide. In general, it is not wise to risk planting seed wheat showing less than 75 or 80 per cent germination, nor that weighing less than 50 pounds to the bushel. If the land is prepared thoroughly and otherwise is suitable, the use of spring wheat weighing as low as 45 pounds per bushel, if it shows good germination, may be advisable where better seed is lacking.

#### The Usefulness of Oats and Barley.

If land intended for spring wheat can not be put into good condition early enough for seeding, oats or barley can be substituted to good advantage in the sections where these crops are known to do well. Barley can be relied on in the proved areas of Wisconsin, Minnesota, Iowa, the Dakotas, and Montana, while oats have a much wider range. The ease with which barley may be substituted directly for wheat in human food and its usefulness to replace wheat milling by-products as food in the production of the milk supply, renders its abundant production important. Barley, where it succeeds, yields a larger weight of feed per acre than any other small grain crop. With an abundance of oats and barley available, much closer milling of wheat than at present could be practiced, if necessary, without endangering the milk supply which constitutes so important an element in the dietary of consumers.

#### Large Acreage of Rye Planted.

The place of rye under present conditions is an important one. The crop this year should be harvested and utilized with more than the usual care. Considerable acreage is planted in some sections for plowing under in the spring for green manure. Where conditions are suitable part of this acreage might well be held for harvesting, and followed with a suitable summer or fall crop for plowing in later.

#### Buckwheat for Late Planting.

Buckwheat may be planted later than any similar crop, and often does well on old meadows or waste land that can be broken after the more exacting crops are planted. In some sections where experience has demonstrated that the cereals, except rye, can not be relied on, buckwheat is a crop of considerable importance. The acreage could well be increased, especially in portions of New York, Pennsylvania, and New England, where the crop now is grown to a considerable extent.

#### Rice Gaining in Popularity.

Rice at present prices provides more food value for the money than most of the other cereals. Fuller appreciation of its value should stimulate production quickly in Louisiana, Texas, Arkansas, and California to an extent that would increase the total food supply greatly.

#### Increased Acreage of Grain Sorghums Warranted.

The prices of the grain sorghums during the past season appear to warrant increase of acreage of these grains in the regions where they can succeed, as in western Kansas, Oklahoma, and northern Texas. This increase should be practically to the limit of the acreage that can be handled properly with the labor and facilities available. Grain sorghums may well be used in that area to replace winter wheat on fields abandoned because of winter injury. The grain sorghums are but little known to Eastern farmers, but are assuming importance rapidly in the drier portions of the country where corn and the small grains are unreliable because of frequent insufficiency of moisture. In the past these grains have been used chiefly as poultry and stock feed, but they have possibilities also as human food.

crops practically throughout the world there is no risk in the near future of excessive production such as sometimes has resulted in unremunerative prices to producers. This is particularly true of the cereals and of peas, beans, cowpeas, soybeans and buckwheat. In view of the world scarcity of food, there is hardly a possibility that the production of these crops by the farmers of the United States can be too great this year, and there is abundant reason to expect generous price returns for all available surplus.

#### Increase Yields of Staple Crops.

The most effective step that may be taken to increase the production of these crops is to enlarge the acreage devoted to them in the regions where they are grown habitually. This expansion of acreage should be to the limit permitted by available good seed, labor, and equipment. The placing of too great emphasis on production in new regions is inadvisable since the introduction into a farm operation of a crop not usually grown frequently involves practical difficulties not easily foreseen nor quickly surmountable.

#### Great Damage in Winter Wheat Territory.

Taking the winter-wheat territory as a whole, winter killing has occurred to an extent very much greater than usual. This obviously, if not compensated for in some way, will mean a material reduction in the supplies of our most important bread cereal. Where winter wheat has been damaged sufficiently to justify the abandonment of fields, it should by all means be replaced by spring-planted food crops, preferably small grains or corn. The acreage of winter wheat seeded last fall is estimated at 40,080,000, or only 2 per cent above that of the preceding year (39,203,000 acres), and about one-eighth



Though flax is not primarily a food crop, the cake remaining when oil is expressed from the seed constitutes an important element in the dairy food supply. Its increased use in this way would release other grain products for use as food. As a crop peculiarly adapted to newly broken land in the spring wheat states where it is chiefly grown, the acreage of flax should be increased to the greatest extent possible.

#### Expand the Corn Acreage.

Corn is the leading food and feed crop of the United States in geographic range of production, acreage and quantity of product. The vital importance of a large acreage of this crop properly cared for, therefore, is obvious. Because of the prices obtained for the last crop and the world demand for this grain, its profitability to the American farmer during the approaching season is clear. The 105,954,000 acres planted to corn in 1916 yielded 2,583,000,000 bushels or more than 400,000,000 bushels less than the large crop of 1915—2,994,793,000 bushels—and considerably less than the five-year average—2,732,457,000 bushels. Conditions now warrant the planting of the largest acreage of this crop which it is possible to handle effectively.

Although fall is the proper time for breaking sod for corn, there are many unproductive and foul meadows and indifferent pastures in Illinois, Indiana, Ohio, and the Middle Atlantic and Northeastern States that, under existing conditions can be broken now to advantage and planted to corn. The resulting reduction of hay and pasture would be more than replaced by the corn stover, ensilage, and grain produced. Corn as a cultivated crop has been found well suited to replace summer fallowing in portions of Washington, Idaho, Oregon, Wyoming, and Montana, the forage and grain produced not materially reducing the succeeding grain crop.

#### Plant Early and Reduce Risk.

Earliness of maturity, other factors being equal, is advantageous in the case of practically all grain crops. Relatively early maturing varieties should be selected where possible, and the planting should be done at the earliest suitable date. With the small grains an advance of three or four days in stage of maturity frequently saves a crop from serious damage by rusts. With corn a similar advantage is obtained by early maturity when severe droughts are encountered and when killing frosts occur toward the end of the season. Corn grown on the rich bottoms which constitute the best corn lands often is damaged by temporary overflow. If corn has an early start, however, it usually will attain a size which will make it possible to withstand overflows with less damage. Early plantings of corn if somewhat damaged by flood or frost, can be replanted even a second or third time with profit, if seed of early-maturing varieties is secured in advance of the time when needed.

#### Cowpeas and Soy Beans Valuable for Food.

The usefulness of cowpeas and soy beans as human food has been recognized only recently in this country. Existing conditions warrant the planting of all the available seed of varieties known to do well in the several sections. The soy bean, in particular, has proved sufficiently resistant to cold in spring and to adverse weather during summer to warrant heavy planting, especially throughout the South.

The value of the beans for oil production, as well as for human food, has become recognized so quickly and so generally during the past year that the crop has acquired a commercial standing far in excess of its previous status. While the commercial supply of seed late in March was estimated not to exceed 500,000 bushels, the quantity available on farms, where home-grown seed is held over in small lots for planting, undoubtedly will make possible a largely increased acreage.

#### Field Bean Prices Should Stimulate Production.

The high food value of field beans and the shortage of supply due to the light yields of 1915 and 1916 render them of great importance in the regions to which they are adapted. This is especially the case in portions of the New England States, New York, Michigan and California, where the chief supply has been grown for many years, and in sections of Idaho, Colorado, New Mexico and other Western States where beans have attained importance recently. The seed supply, while high in price, is well distributed. In order that especially good crops may result, beans should be planted under such conditions of soil as regards character and preparation as will insure efficient use of the seed supply.

#### Reserve Sufficient Hay, Forage and Pasture Land.

A deficiency of hay and forage for the next winter would jeopardize the future meat and dairy supplies of the country and result in a shortage of roughage for military draft and saddle animals. In regions where dairying dominates, the full acreage of clover, alfalfa, and the grasses that is in productive condition should be maintained. Under the conditions prevailing in most dairying sections these crops can be carried with less man power than that required for tilled crops. The older, thinner and less productive grass lands, however, frequently can be made to produce much larger yields of feed in corn than if left as they are in unproductive grass. The seeding down of small grain fields for next year's mowing should by no means be neglected, for the maintenance of ef-

fective rotations of crops will be found as important in the future as in the past.

For the Gulf States perhaps no forage crop of which the available seed supply is relatively abundant exceeds the velvet bean in potential value. This legume possesses also the ability to make a crop when planted relatively late.

## BRITAIN'S TERMS FOR CANADIAN WHEAT

Great Britain is preparing for its needs a year in advance, not only by exerting every effort toward increasing its own acreage of wheat, but also by purchasing its colonial crops even before they are in the ground. On March 3, a proposition was made to Canadian growers to sell the whole 1917 crop to the British Government at \$1.30 per bushel.

On March 13, the Canadian Council of Agriculture met in Regina, Sask., and after three days' deliberation recommended a minimum of \$1.50 per bushel with a maximum of \$1.90, or, if the Government wanted a flat price, agreed upon \$1.70. As yet the offer has not been accepted and in the mean time Britain is buying Canadian wheat at market prices which are much higher than those agreed upon.

The Canadian Council of Agriculture is made up of the executive officers of nine farmers' organizations in the four grain provinces. The delegates to the Regina conference, shown in the illustration, are as follows:

Back row, left to right: J. B. Musselman, secretary Saskatchewan Grain Growers' Association; F. J. Collyer, director Grain Growers' Grain Company; Peter Wright, director Manitoba Grain Growers' Association; C. W. Brown, director Alberta Farmers' Co-operative Elevator Company; R. M.



CANADIAN COUNCIL OF AGRICULTURE

Johnston, director Saskatchewan Grain Growers' Association; J. L. Rooke, director Saskatchewan Grain Growers' Association; E. J. Fream, secretary Alberta Farmers' Co-operative Elevator Company; James Robinson, director Saskatchewan Co-operative Elevator Company; A. G. Hawkes, vice-president Saskatchewan Grain Growers' Association; W. D. Trego, vice-president United Farmers of Alberta.

Second row, beginning at left: George F. Chipman, Editor *Grain Growers' Guide*; C. W. Gurney, manager United Farmers' Co-operative Company of Ontario; John Morrison, vice-president Grain Growers' Grain Company; John F. Reid, director Grain Growers' Grain Company; R. J. Avison, director Manitoba Grain Growers' Association; J. S. Wood, vice-president Manitoba Grain Growers' Association; J. W. Wood, vice-president United Farmers of Alberta; John Kennedy, vice-president Grain Growers' Grain Company; Thomas Sales, director Saskatchewan Grain Growers' Association.

Front row, left to right: Fred W. Riddell, manager Saskatchewan Co-operative Elevator Company; T. A. Crerar, president Grain Growers' Grain Company; H. W. Wood, president United Farmers of Alberta and new president Canadian Council of Agriculture; R. McKenzie, secretary Canadian Council of Agriculture; J. A. Maharg, president Saskatchewan Grain Growers' Association; R. C. Henders, president Manitoba Grain Growers' Association; C. Rice-Jones, president Alberta Farmers' Co-operative Elevator Company; Hon. George Langley, vice-president Saskatchewan Co-operative Elevator Company.

## ARBITRATION DECISIONS

Arbitration Committee No. 2, of the Grain Dealers' National Association, recently decided a claim for \$184 in favor of the Carlisle Commission Company of Kansas City against Bossemeyer Bros., of Superior, Neb. The claim was for loss on two cars of corn which plaintiffs bought but which were not delivered because they failed to confirm promptly the terms of contract. The Committee held as follows:

It is the opinion of this Committee that a confirmation is highly desirable, and in many cases a necessary instrument to properly close a trade, especially when some of the original articles of trade are not clear, and the sending of a confirmation is a practice that all parties in the grain trade should scrupulously follow, yet where the original articles of trade are in clear and positive language, they must govern, when confirmations do not agree or where none are sent.

The Committee finds from the evidence that the defendants clearly made a trade on the two cars in question, but that as two capacity cars, or ones of 1,000 bushels, would have filled this contract, if shipped in accordance with the terms of the contract, we find for the plaintiff and order the Bossemeyer Bros. to pay to the Carlisle Commission Company the sum of \$184, and that the costs of arbitration be equally divided.

\* \* \*

A decision was made by Arbitration Committee No. 1 relative to a claim of \$123.57 made by Stiefel & Levy of Ft. Wayne, Ind., against the Globe Elevator Company of Buffalo on the basis of improper handling of a car of corn at Buffalo. The Committee denied the claim for reasons given in their summary of the case, as follows:

Plaintiffs in their argument say: "Basis for complaint is that this shipment was one made wholly upon consignment and must be treated so and that

the plaintiffs are entitled to 72 cents per bushel, which was market for No. 6 yellow corn on day this corn arrived in Buffalo."

To this Committee it is evident from the testimony submitted that a practice had been made by the defendants of having grain shipped to them and upon arrival to submit bids on same which practice gives to the buyer such a great advantage that such markets as Chicago have ruled against it. The evidence in this case shows that the plaintiffs upon arrival of car bartered as to the price, and from this your Committee judges that the plaintiffs were accustomed to having their grain handled in this way; otherwise they would have replied to defendants in their first wire that car was to be handled on a commission basis, but plaintiffs' own wires put the defendants in the position of a principal rather than an agent.

To allow this claim would be to confirm the defendants as principals.

If this Committee is to hold that the argument of the plaintiffs is sound and that this car should have been handled on a commission basis and award the plaintiffs' claim, they would in reality be but penalizing an agent for poor service and it is not within the province of this Committee to administer punishment.

Your Committee denies the claim of the plaintiffs and orders that they pay the costs of this arbitration.

THE International Institute of Agriculture of Rome, Italy, reports the latest Australian wheat crop at 143,200,000 bushels against 180,000,000, 25,520,000, 103,344,000 and 91,984,000 bushels of the four years preceding.

CERTAIN modifications have been made to the order prohibiting importation of oriental maize, allowing maize from Manchuria and Japan to be shipped into this country upon the filing of a bond conditioned on its sterilization.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, APRIL 15, 1917

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

## GOVERNMENT FOOD CONTROL

**S**UPPLYING ourselves and our allies with food is the first great task which confronts America. Our loans to France and England and other countries will be largely in food and munitions, although the initial transaction may consist of an exchange of bonds for credit. The Department of Agriculture is doing everything in its power to increase our supplies of foodstuffs, but it remains a question whether voluntary service and the ordinary channels of distribution will prove adequate. They have not in Europe. Across the ocean every government regulates and controls the price, distribution and consumption of food. ¶ Already numerous suggestions have been made for such regulation by our own Government. The Commercial Economy Board, newly created, has been talked of as the body under whose jurisdiction the matter might fall, but in so large a task it seems better to have a board or commission, trained specifically in the handling of foodstuffs. There are plenty of men admirably qualified. ¶ As a nation we are extravagant both in the use of the soil and in consumption of food. We are engaged in a struggle, the magnitude of which, as it affects us, no man can prophesy. To prepare for anything but the most serious consequences and a prolonged period of war would be the height of folly, therefore the course of wisdom would be for the Government to do at once what the other nations have found it necessary to do only after great economic losses. ¶ This would undoubtedly entail a hardship on the grain trade, but our interests and the interests of any other trade must be disregarded

entirely for the public good. If it is found that economy in production and distribution, and even consumption of food can best be obtained by Government control then the sooner it is exercised the better it will be. ¶ Through the President and Congress we have consecrated ourselves to the greatest task we have ever undertaken, all interests but the public weal must be subservient, selfish advantage must be disregarded for the common good, and we are proud to believe that the grain trade is ready for any necessary sacrifice to further the great purpose to which we have set our face.

## NEW WHEAT GRADES

**W**ITH far less friction than attended the promulgation of the corn grades, the Department of Agriculture has fixed the classification of wheat, and has set the dates for putting them into effect, July 1 for winter wheat and August 1 for spring wheat. ¶ The chief objections to the tentative grades have been fairly met and corrected, and it is believed that there will be but few minor changes necessary to make the standards entirely satisfactory to all elements in the trade. The moisture content for spring wheat and durum has been set at 13½, 14½, 14½, 15½ and 15½ for the five numerical grades respectively, and for the winter wheats it is 13, 13, 14, 14 and 15, respectively. ¶ The sub-class Red Walla disposes of the objections to the soft red mountain wheat and the sub-class Red Spring Humpback takes care of that objectionable variety. The term Northern is retained in two of the spring classes, and other favorable changes were made. ¶ The grades fill 29 pages of *Service and Regulatory Announcement No. 22*, which may be obtained by writing to the Office of Markets and Rural Organization, Department of Agriculture, Washington, D. C. Every dealer should have a copy on his desk and study it with care.

## THE 15 PER CENT ADVANCE

**P**ETITIONING for an advance of 15 per cent in freight rates, Eastern, Southern and Western roads represent their need of further additions to income arising from increased operating costs because of the Adamson Law, increased cost of equipment and capital and increased taxes, and "to meet the demands of the general commerce of the country and the additional obligations that are arising in connection with plans of national defense." ¶ The increase will be borne by the producer of raw products and by the consumer of finished articles so that the cost will be distributed generally over the country. We doubt if there will be as great an objection to this advance as there was to the 5 per cent advance of two years ago. ¶ The railroads have shown an obvious need of equipment and facilities; the wage increase by the Adamson Law and by salary raises in other departments will be from \$40,000,000 to \$60,000,000 per year; cost of equipment and supplies has just about doubled since the controversy in 1914 over the former raise, the patriotic appeal will have its effect, and it is certain that business is thoroughly sick of in-

adequate equipment. ¶ On the other hand railroad earnings for the past two years have been greater than ever before, and it will have to be shown that the roads have used those earnings and their improved credit to best advantage in furthering the public welfare, and not in increased dividends.

## HERBERT C. HOOVER

**A**MERICA can be proud of the record for efficiency, business sagacity, diplomacy and untiring energy which has been made during the past two years by Herbert C. Hoover, chairman of the American Commission for Relief in Belgium. When the war started he was in London on private business and accepted the chairmanship at considerable sacrifice. ¶ He started the work without any blowing of trumpets and for months his name was almost unknown to the great mass of the American people, until glowing tributes in his honor began to pour in from Belgium, France, Holland and England. Then we began to take notice, and when it began to look as if we would need a food commission chairman of our own the name of Herbert C. Hoover led all the rest. ¶ Mr. Hoover has accepted the task of co-ordinating all the agencies of production and distribution of food in this country. It is a Herculean labor; but Mr. Hoover's European experience makes him more fit to handle it successfully than anyone else. ¶ Just what powers will be given to Mr. Hoover have not been announced, but the trade will feel that however wide they may be, they will be used to the best advantage of the whole people.

## MINIMUM GRAIN PRICES

**I**N A RECENT issue of *Wallace's Farmer*, Elmer Sayre Clark attempts to set forth the economic policy of price maintenance which farmers are coming to believe is their only hope of competing successfully with monopolized industry. ¶ He does not attempt to say by what means this end will be achieved except to suggest that an organization of the larger farmers and tenants of large acreage could bring it about without consulting the little fellows. But the means is of less interest than the question of practicability and economic principles involved. ¶ Briefly Mr. Clark believes that a minimum price level, fixed by the farmers, would: 1, decrease speculation; 2, make farm credits more stable; 3, gradually raise the price level; 4, make land rentals higher and raise the price of land; 5, raise wages generally to meet the higher cost of living which would result. ¶ The farmers recognize the evil and injustice of monopoly, but instead of trying to end it, they want to make a new monopoly to get in on the profits. If monopoly is wrong, it is obvious that extending it will only add to the general distress, though the farmers may benefit temporarily. ¶ Mr. Clark holds that a minimum price level would decrease speculation. It is difficult to convince a farmer that the broader the speculative interest in grain, the more stable the price; and that the hedging of grain more generally would insure pro-



ducers and handlers of a legitimate profit without carrying the risk or demanding the risk insurance, which increases the price to the consumer without benefiting the producer or middleman. ¶ The stability of farm credits which, it is claimed, would be affected, rests upon the permanence and practicability of the whole scheme. Raising the price level of produce and forcing capital to pay higher wages to labor may be considered together. As living conditions became more difficult, labor would demand higher wages; higher wages would raise production costs so that prices would have to be raised to meet them. Thus is created a cycle to which there is no end, and every evolution of the cycle is necessarily attended with loss and suffering and by periods of depression felt by both labor and capital. ¶ And finally, the theory that price maintenance would increase the price of land, is correct, no doubt, but that is the very thing that farmers should avoid. High land values mean high interest charges, increase in tenancy, immigration from the country to the city, congestion of labor and low wages, decrease of purchasing power by the country, and resultant curtailment of production of all kinds. ¶ So much for the economic side of artificial price maintenance by farm monopoly. The practicability of the scheme, or rather its impracticability, can be disposed of more quickly. No nation which engages in international trade can regulate its food prices by monopoly, for staple prices are based always on the international, and not on the domestic market, except under extraordinary conditions or over transient periods. If our farm monopoly set the price of wheat at \$1 and the international market price were 60 cents, our ports would be flooded with foreign grain as fast as boats could get it there. ¶ So it appears that increase in farmers' profits must come, not by monopolistic price fixing, but by economy in production, increase in quality and quantity, decrease in interest charges, and by diversification, stock raising, seed selection and treatment, and soil rehabilitation.

## WINTER WHEAT ESTIMATE

**B**EFORE the April Government report on winter wheat was issued, it was believed that the effect of the report had been discounted in the market, as unfavorable reports from private sources had gradually forced the price from \$1.54½, the low mark in February, to \$1.97 on March 31. But the combination of the unexpectedly unfavorable report and our entrance into the war was too much for the bears and wheat prices joined the aero squad. On April 7, May wheat in Chicago went to \$2.14½ and No. 3 red cash wheat sold for \$2.24¾. May corn went to \$1.32 and No. 3 white sold for the record price of \$1.42. ¶ While the war situation had its effect the crop report was the chief factor. The average condition of winter wheat on April 1 was 63.4 per cent of a normal, against 78.3 on April 1, 1916, 88.8 on April 1, 1915, and 86.2, the average condition for the past 10 years on April 1. There was a decrease

in condition from December 1, 1916, to April 1, 1917, of 22.3 points, as compared with an average decline in the past 10 years of 4.0 points between these dates. ¶ Upon the assumption of average abandonment of acreage and average influences on the crop to harvest, condition April 1 forecasts a production of about 430,000,000 bushels, which compares with 481,744,000 bushels, the estimated production in 1916, and 673,947,000 in 1915. The average condition of rye on April 1 was 86.0 per cent of a normal, against 87.8 on April 1, 1916, 89.5 on April 1, 1915, and 89.6, the average condition for the past 10 years on April 1. April 1.

## ARE THE RAILROADS DOING THEIR BIT?

**U**NDoubtedly the car situation for the past year has been the most troublesome with which the grain trade has had to deal. The leaders in the trade have given their best thought to the problem, and now President E. C. Eikenberry of the National Association has called a mass meeting of all grain dealers, millers and hay men at Chicago, April 16, to see if their combined counsel cannot formulate a plan of car distribution that will relieve the distress. ¶ The Transportation Committee of the Grain Dealers National Association, of which Henry L. Goemann is chairman, in the meantime has taken up a specific problem connected with the subject. Among the measures undertaken to relieve the congestion and shortage was an order for the return and interchange of cars to owning railroads. ¶ This order was given to send back to Western roads cars held in the East, most of the Eastern roads having far more than 100 per cent of rolling stock on their rails, some of them nearly 200 per cent. As a consequence many cars have had to travel long distances empty, and shippers have been prevented from routing cars held at their plants because the destination of the cargo was not on the owning road. Instead of relieving the situation, the order has multiplied difficulties. ¶ The remedy seems to lie in one of two directions: Either in the passage of the Esch Bill, H. R. 20352, which would give the Interstate Commerce Commission power to distribute cars; or in the enactment of a law for pooling all box car equipment. ¶ Of the two plans, the latter, which is advocated by the Transportation Committee, appears best for many reasons, among them that the Commission is already overburdened, and that the pooling could be accomplished with less disturbance of existing conditions and efficient distribution could be taken up by already organized agencies. ¶ This will undoubtedly be taken up at the Chicago conference, and with the talent and experience in the allied trades which will be present, there is little doubt but that the main provisions of such a bill could be clearly set forth. Something of the kind must be done soon for the railroads will be called upon to perform far greater tasks than they have in the past, and the service must be coordinated and improved so that they may do their bit with the least possible waste of power and time.

## PULL TOGETHER

**C**OMPLAINT is made in every department of business and industry that the tendency for the Government to interfere in and control individual enterprises, is becoming a menace to the democratic principles upon which our political structure was conceived and organized. Individual liberty as applied to persons and competition as applied to business were the basic elements of our original Government plan, but of late years a more and more restricted individualism and Government supervision have taken their places, and we are beginning to wonder if complete socialization of the state will result. ¶ In every case where this change has been manifested it was the result of abuse of the powers originally conferred. Railroad supervision was agitated only because the roads exploited the public and considered present profits through manipulation of stock rather than permanent betterment and service. Trusts fell under suspicion, not because they were large, but because they used their great power to smother competition by unjust methods. The Grain Standards Act was made necessary because of the rising clamor of abuses in the trade. ¶ In a recent address before the Metropolitan Club of New York, George E. Robert, of the National City Bank of that city, said:

I am not sympathetic toward the tendency to put the Government, the political organization, into industry. But I think we must recognize that, unless a greater degree of unity, cohesion and social effectiveness is given to our industries, we shall have the Government in industry. I am reaching the conclusion that the leaders and managers of American industry,—the men who by reason of their abilities hold the positions of power and influence in the community,—must accept a greater responsibility for the general management and welfare of society than they have felt in the past . . . And, after all, are we not compelled to recognize that it is a most wholesome and beneficent principle which provides that there is no security for a part of society except as you provide for the well-being of the whole? You cannot protect the health of any part of the community except as you safe-guard the health of all; and you cannot provide for the prosperity and real progress of any part of the community except as you provide for the advancement, the development and the prosperity of the entire community.

¶ As applied to the grain trade Mr. Robert's remarks are particularly pertinent for in many cases there is suspicion and distrust, and little evidence of any idea of unity of interest between the producer and the terminal operator, between the miller and the country shipper, or between the ultimate consumer and any one of them. ¶ As a matter of fact the interests of all are closely woven together. If the farmer's crop fails or for cause he plants less grain, the elevators handle less grain. If an exporter ships abroad an inferior grade the suspicion in the mind of that foreign buyer is reflected in the price the farmer receives for grain. ¶ No part is independent of the rest and the sooner there is complete understanding, a more perfect co-operation, and a less manifest willingness to take advantage of the other fellow, the sooner will the grain trade as a whole realize its full prosperity and economic effectiveness.



## EDITORIAL MENTION

Urge formaldehyde treatment for seed.

Business efficiency is patriotism. Every dollar of waste is an aid to the enemy.

Increased railroad rates are coming. Every delivery price quotation should be "subject to raise in rates."

Clean up, paint up, put your name on the elevator and look like a regular business house, not just a transfer shed.

Every farmer in your community should use fertilizer this year to increase his yield. Are you prepared to sell it to him?

The yearly conventions are upon us. Every dealer should attend for it is undoubtedly the most critical time the industry has ever faced.

While things are slowed up at the elevator is a good time to true up the elevator belts and examine the cups. A rubbing belt causes trouble.

Did you ever wash and boil thoroughly a cupful of soft winter wheat? It makes as good a breakfast food as you can find—and no manufacturing costs either.

During March 1,000,000 bushels of Canadian wheat were imported by Minnesota mills. The 10-cent duty doesn't look so big now as it does when wheat is worth 90 cents.

The war should stimulate the good roads and waterways movements. Good roads, canals and river traffic make for economy and economy must be our first line of defence.

Minnesota has appropriated \$15,000 for an investigation of the grain exchanges of that state by an interim commission. The money might better have been spent for seed wheat.

The demand for corn and oats from abroad is only slightly less than for wheat. Every inch of the abandoned wheat acreage which is put into these two grains will be profitable.

With J. Ogden Armour advocating meatless days and many grain dealers endorsing Government control of foodstuffs it is apparent that the food crisis is something more than a myth.

Great Britain is said to have made \$1,500,000 recently by transferring its May option to July. It is safe to say, however, that it would rather have had the wheat if delivery had been possible.

On March 22 the Illinois Public Utilities Commission ordered the carriers to provide sufficient cars to country elevators to ship at least 75 per cent of the shelled corn in storage. The cars are to be furnished by May 1. You have perhaps heard of the man who said that his dog didn't bite the stranger because, in the first place the man wasn't in his yard, then he believed in always keeping dogs muzzled,

and in the third place he didn't have any dog at all. Perhaps the carriers haven't the cars in the first place.

The shutting off of Argentina's wheat supply means a great deal to the world's consumers for last year she exported 86,984,000 bushels, and in 1915 sent out 94,365,000 bushels.

We are not yet awake to the fact that we are at war. It has meant suffering and privation in every other country. We cannot hope to escape. If economy, co-operation and real patriotism have meaning to Americans now is the time to apply them.

Judge Hanley, of North Dakota, has ordered an investigation of the 20 farmers' elevators of Mercer County, charged with combining to keep down the price of grain. Can it be that they, who for so long have called the kettle black, are merely pots?

In 1912 and 1913 the United States consumed 2.8 per cent more food than it produced. Since the war started our production has increased only 3.7 per cent while our exports have increased 75 per cent. Well, most of us are too fat anyway. We can stand reducing a bit.

Britain's threat to shut off the coal supply of Argentine if the embargo on grain is not rescinded is stirring up considerable bitterness in the South American republic. The crop shortage in Argentine has alarmed the country and the embargo was considered a necessary act.

Feed grinding outfits are a profitable investment, particularly in those elevators that clean their grain. Screenings make good feed for certain purposes and every ounce of feed should be used to its best advantage. No screenings containing weed seeds should be fed without thorough grinding.

Statements have been frequently made during the past three years that America commands no respect abroad. Our welcome by the Allies in the war against autocracy shows that this is a mistake. The Lilliputians were not afraid of Gulliver asleep, but the whole world respects a giant awake. At last America is awake.

A bill has been introduced into the Illinois legislature by R. R. Meents, providing that no public utility owning land not used in connection with that utility, can lease such land except on conditions approved by the Public Utilities Commission. This is the first ray of light to penetrate the Stygian darkness of the right-of-way lease.

In making their offer of the wheat crop to the Government, the Canadian Council of Agriculture fixed the minimum and maximum prices on No. 1 Northern, the spread of other grades to be determined by comparative values as shown in baking tests. Dominion farmers had better call in Dr. Ladd, of North Dakota. He will show the Government that low grades are worth more than No. 1.

## THE NEED OF GREAT CROPS

THE withdrawal of hundreds of thousands of men from industry in defence of our national honor, cannot but affect crop production in this country as it has in Europe unless every energy is enlisted in making the 1917 harvest adequate to our greater needs. ¶ We have pledged our utmost resources in aid of the allied and neutral countries of Europe in their great distress; our own consumption of grain products will be increased; therefore, we should strive as never before to encourage the planting of a record acreage under the most favorable conditions possible. ¶ There is no fear but that assurance of high prices will encourage farmers to plant as much land as they can, but the urgent need of the Government and of the world should add a new impetus which, by comparison, will make ordinary endeavor seem like a listless trial. Grain dealers are naturally somewhat averse to offering advice to their farmer friends, but at this time no patriotic appeal could give offense, and every additional bushel of grain raised this year will be an act of patriotism.

## STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

of "American Elevator and Grain Trade," published monthly at Chicago, Ill., for April 1, 1917.

State of Illinois, County of Cook, ss.—

Before me, a notary public in and for the state and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator and Grain Trade," and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher—Mitchell Bros. Pub. Co., 431 S. Dearborn St., Chicago, Ill.

Editor—Richard Pride, 1352 Norwood St., Chicago, Ill.

Managing Editor—Newton C. Evans, Evanston, Ill.

Business Manager—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give name and addresses of individual owners, or, if a corporation, gives its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

M. W. Mitchell, 506 M St., N. W., Washington, D. C.

M. B. Mitchell, Ottawa, Ill.

John E. Bacon, 818 Wilson Ave., Chicago, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

A. J. MITCHELL,

Business Manager.

Sworn to and subscribed before me this 20th day of March, 1917.

MICHAEL J. O'MALLEY.

(Seal.) (My commission expires March 8, 1920.)



H. M. BROUSE  
Cincinnati.

# NEWS OF THE TERMINAL MARKETS

S. F. EVANS  
Baltimore.

## WILL SERVE TWO YEARS

The members of the Wichita Board of Trade at a recent meeting voted that directors shall serve a term of two years, instead of one, as heretofore. The new rule will take effect with the next June election.

## PLEDGES LOYALTY

At a recent meeting the members of the Duluth Board of Trade, Duluth, Minn., adopted a resolution pledging their support and resources to the Government in its future activities for the defense of the liberties and rights of nations.

## BOARD OF TRADE REGIMENT

Following the first call for volunteers the Board of Trade of the city of Chicago is organizing and equipping a regiment for service in defense of our country. It will be commanded by Captain Raymond Sheldon, U. S. A., who served as lieutenant colonel of the Second Infantry, I. N. G., on their recent trip to Texas.

## PACIFIC COAST IMPROVEMENTS

The city of Portland, Ore., will vote on a bond issue in June to provide funds for increasing the facilities of its harbor for grain traffic. The proposed improvements provide for a large grain elevator, a two-story dock warehouse for sacked grain besides an open dock for handling lumber, structural steel and such bulky commodities.

## UPHOLDS THE PRESIDENT

At a meeting on the New York Produce Exchange held April 4, a resolution was adopted pledging support to President Wilson in his war move against Germany. All lines of trade on the Exchange were represented and many patriotic speeches were made. A huge new flag was unfurled and hung across the rear end of the room amidst tumultuous cheers.

## MINNESOTA LEGISLATION

A bill before the state legislature of Minnesota which had as its object the separation of the Grain Inspection Bureau from the Railroad and Warehouse Commission was defeated by a vote of 46 to 16.

The House of Representatives has passed a bill providing for an interim investigation of grain exchanges and appropriated \$15,000 to pay the expenses of same.

## HIGHEST PRICES EXPECTED IN MAY

E. W. Wagner & Co. of Chicago say in letter of April 14:

"Winter wheat crop approximated 375 to 425 millions. Current news confirms April 7 report of 63 per cent. Old corn supplies comparatively moderate. Corn stimulated by the winter wheat outlook. Northwest seeding making fair progress but depends on weather. If 20 days of favorable weather, will be seeded before May 8 which is early. Early 1917 moisture in Northwest favorable at 120 per cent of normal.

"Markets led by cash prices. Highest prices expected in May. Former ideas embraced \$2.00 wheat and \$1.25 corn. These theories are advanced somewhat. Corn (as a human food reserve) continues comparatively cheap.

"Record oats acreage indicated. Oats seeding to date on time. Corn acreage should be 111 to 114 million acres versus former record of 108. Visible corn supplies are half normal. Australia and India

may hold 170 to 220 million wheat for export but their current weekly exports are light. In past 4 weeks—India ships 800,000 wheat and Australia 2,600,000. Oats supplies presumably liberal but extra consumption indicated. European news replete with extra measures to increase feeding power of their breadstuffs. European crop news suggests unfavorable conditions."

## H. W. LADISH

There was chosen early this month, a man to guide the affairs of the Milwaukee Chamber of Commerce of Milwaukee, Wis., the coming year, who has been actively identified with the larger business interests of Milwaukee for many years. H. W. Ladish has been engaged in the malting business at Milwaukee for the past 21 years. He started as a boy with the Hansen Hop & Malt Company, remain-

H. W. LADISH  
President Milwaukee Chamber of Commerce.

ing with that firm until it was absorbed by the American Malting Company.

Mr. Ladish remained with the American company until 10 years ago, when he purchased the Lytle interests of the Lytle-Stoppenbach Company and formed the Ladish-Stoppenbach Company. He is secretary-treasurer of this company and is also actively connected with the Ladish Drop Forge Company as president.

Under the leadership of its efficient officers the Milwaukee Chamber of Commerce has been growing rapidly the past few years in importance as a grain market, and Mr. Ladish is fitted in all respects to lead this very active and progressive grain center.

## REGULATION NOT NEEDED

John R. Mauff of Chicago, president of the Council of Grain Exchanges, recently issued a statement regarding food distribution with a review of the work done by the Council, in seed selection for larger crops.

The statement says substantially that efforts are being made to combat the uneconomic theories that are now being proposed in bills pending in Congress, and Federal bureaus for the control of the foodstuffs

situation and that it is the belief of the Council that the grain exchanges of this country which have stood the test for years of intense competition, are able to continue as distributors of the non-perishable foodstuffs of this nation in a satisfactory manner if let alone.

## UNITES TWO ASSOCIATIONS

The harbor elevator owners at Buffalo, N. Y., in line with protecting the shipping interests of that port, have united the Lake Grain Elevator Association and the Western Elevating Association. The former controls the Electric, Superior, Export, Kellogg, Wheeler, Monarch and Evans Elevators and the latter has in its membership the Great Eastern and Dakota, leaving as independent houses the Exchange Elevator, Marine, Concrete, Mutual and Connecting Terminal.

The president of the new association is H. T. Kneeland of the Electric Elevator; vice-president, C. H. Williamson, and secretary-treasurer, Walter Voss.

## SITUATION IS LITTLE CHANGED

James E. Bennett & Co., of Chicago, writing of the week ending April 14 say: "Cash demand for wheat is everywhere urgent, Eastern and Southwestern mills bidding at Minneapolis and mills and exporters inquiring in the West. Flour business has improved materially. The situation is apparently unchanged.

"The demand for cash corn is brisk and premium strong. The situation still appears very strong even at these levels.

"The shipping demand for oats is very good and local stocks are expected to reduce rapidly with the opening of navigation. Seeding progressing rapidly with prospects for an enormous acreage, but with the present rate of consumption oats should materially enhance in value."

## PER CAPITA WHEAT CONSUMPTION

It is interesting to note the per capita wheat consumption of various countries as given by C. A. King & Co. of Toledo, Ohio, in their letter of April 13. They say:

"Consumption per capita varies greatly. Wheat is much more popular in some countries than others. Canada leads. Past 10 years they averaged 9½ bushels against 5.3 in the United States. Belgium generally leads in Europe, but unfortunately not at present. France is second with eight bushels. Germany has averaged only 3.2, Russia, 2.7. Rye bread and potatoes are the favorites there in peace times. Snowballs and hell are the diet at present. India consumes less than a bushel per capita. Japan half a bushel. Rice and fish are popular there. Portugal consumes less than two bushels."

## MR. RADFORD WAS EXCUSED

This is a short story of John W. Radford, vice-president of Pope & Eckhardt Company of Chicago. All papers published in Illinois, Iowa and the West where Mr. Radford is as well known as Woodrow in Washington, please copy.

The Federal Grand Jury was being impaneled before Federal Judge Landis at Chicago, early in April. Mr. Radford, as a prospective member of the jury, and like Barkis, very willing to act in line with his duty, was excused by the judge on the ground that he was a member of the Board of Trade, an institution which the jury would be called upon



to investigate. Mr. Radford made no comment on the declination of his services other than to remark, "Judge, either I'm not so good a juror as I used to be, or you are getting more particular."

## STATISTICS ABOUT THE SAME

Harris, Winthrop & Co. of Chicago say at the close of last week:

"Statistics were about the same as for some time past and were given little or no attention. The urgent demand for cash wheat keeps the nearby month strong, while the later months are being helped by the action of May. Spring wheat is being seeded under highly favorable conditions, and a large acreage is in prospect. The present price level is high and it would seem advisable at least to secure profits in new crop months on these sharp bulges.

"Weather is favorable for field work over entire corn belt and the prospect is for a colossal acreage. Reports are numerous of loss to meadows which latter will be plowed up and probably be replaced with corn. Cash corn has again led the futures."

## AN EXPLANATION BUT NO APOLOGY

Lamson Bros. & Co. of Chicago in letter at close of last week give the following explanation for the recent advance in wheat:

"An analysis of the sharp advance in wheat prices since a week ago is simple enough, although perhaps not fully understood by the public, who caused it. The housewife was suddenly confronted with the fact that the shortage of cash wheat might continue indefinitely, because she read in the papers that the Government expected a crop of only 430,000,000 bushels of winter wheat. The grain trade had been informed of the condition of winter wheat for several weeks previously, but no wide publicity had been given to the fact. There was therefore an immediate purchase of family flour supplies to a very general extent. Millers, feeling the fresh impetus of the flour trade, were forced to secure wheat. More interested in securing supplies than in quibbling over the price, they met competition from exporters and the bulge resulted."

## TO CO-OPERATE WITH THE GOVERNMENT

At a meeting of the directors of the Minneapolis Chamber of Commerce April 7 the following telegram was directed to be forwarded by Secretary John McHugh to President Wilson:

The Minneapolis Chamber of Commerce, the second largest grain exchange in the United States, through its board of directors, desires to state, first, that its membership is composed of nearly all of the milling interests, terminal and country grain elevator interests of the Northwest.

Second, desires to offer to the Federal Government any and all of its facilities for the use of the Government, under such commission or commissions as may now or will in the future be appointed to conserve and regulate the food supply of the country; and wishes hereby to most earnestly express to you, as President, not only its willingness, but its deep anxiety to further in any way the nation's best interests.

Also, that it will take pleasure in appointing a special committee to co-operate fully with the national government in any and all ways that may be determined to be for the best interests of the people of the United States.

At a subsequent meeting of the directors adopted a resolution recommending members to restrain speculation in foodstuffs on the part of the general public, as far as possible.

## J. C. LUKE

The Luke Grain Company was formed to engage in the grain business at Peoria, Ill., on April 1. Its active members are J. C. Luke, Bryant Yeck and Guy F. Luke, and it is capitalized for \$25,000. When it is considered that the Grain Growers Grain Company of Manitoba made a recent war loan of \$350,000 to the Canadian Government, that its profits last year were over \$500,000 and that it started 10 years ago with a capital of \$5,000, it is seen that there are no bounds set for this new Peoria firm endowed as it is with aptness for the grain business and a large share of energy and diligence.

J. C. Luke, the president of the company, was born at Galesburg, Ill., and has been identified with the

grain business for the past 18 years. During the four years following 1900 he had charge of private wire brokers offices in Illinois and Iowa in which states he has an unusually wide acquaintance. He has lived in Peoria for the past 13 years and for



J. C. LUKE

the past 5 years has been connected with the Warren Commission Company as solicitor and buyer.

Guy F. Luke and Bryant J. Yeck have been identified with the grain trade of Peoria for the past 10 years and are equally endowed with the president of the company, with the necessary requisites for building up a successful grain business.

## ELECTION AT THE DENVER GRAIN EXCHANGE

The Denver Grain Exchange of Denver, Colo., is making rapid growth as a leading Western grain center. The annual meeting of the Exchange was



GEORGE S. CLAYTON

held in March, following a banquet at the Metropole Hotel.

The report of the secretary showed the addition of 14 new members during the year and an increase in receipts of all grain and hay over the preceding year. Memberships were advanced from \$200 to \$300 and the treasurer's report showed a very gratifying surplus.

The election of officers resulted as follows: For president, George S. Clayton of the Cash Commission Company; first vice-president, C. B. Seldombridge; second vice-president, T. F. Savage of Hungarian

Mill & Elevator Company; secretary, R. C. Johnson; treasurer, J. F. Gallagher.

## ELECTION AT MILWAUKEE

The annual election in the Milwaukee Chamber of Commerce took place April 2, resulting as follows: For president, H. W. Ladish of the Ladish-Stoppenbach Company; first vice-president, H. H. Peterson of L. Bartlett & Son Company; second vice-president, H. M. Stratton of Donahue-Stratton Company; secretary-treasurer, H. A. Plumb.

Directors chosen were F. J. Coughlin, Hugo Stolley, A. R. Templeton.

## CHANGES IN MEMBERSHIP

*Chicago.*—New members elected to the Board of Trade are: Matthew K. McMillan, Ralph N. Gardner, Jos. M. Byrne, Jr., C. J. Housman and A. Niedhart. The memberships of the following have been transferred: S. M. Rose, A. B. Friedman, C. T. Hulburd, Jno. R. Boone and A. E. Hartley. Reported by Secretary J. C. F. Merrill.

*Duluth.*—F. P. Houghton, A. R. Bock, J. L. Mullin and J. W. Jackson have been admitted to membership on the Board of Trade. Kenneth A. Scott, Arthur McGuire, H. F. Salyards and Leo L. Schmied have withdrawn their memberships in that organization. Reported by Secretary Chas. F. McDonald.

*Kansas City.*—A. R. Aylsworth has been admitted to the Board of Trade on transfer of Finley Barrell; Allen Cunningham on the transfer of John R. Tomlin. Reported by Secretary E. D. Bigelow.

*Milwaukee.*—Memberships in the Chamber of Commerce have been granted to Frank J. Gritzmacher and F. G. Crosby, and the memberships of Peter J. Stupfel, Chas. P. Crangle and E. G. Crosby, deceased, have been transferred. Reported by Secretary H. A. Plumb.

*Richmond.*—W. F. Green has been admitted to the Grain Exchange. Reported by Secretary Y. E. Booker.

*San Francisco.*—W. W. Adams of Schwab & Adams, Woodland, Cal., has been admitted to the Grain Trade Association of the Chamber of Commerce T. C. Friedlander.

## TERMINAL NOTES

Logan & Bryan of Chicago have opened an office in Butte, Mont.

Smith, Parry & Co., of Milwaukee, Wis., have increased their capital stock to \$100,000.

O. E. Auerbach has become associated with the New York office of the Armour Grain Company of Chicago.

Recent sales of memberships on the Chicago Board of Trade were at \$5,000, a decline of about \$2,500 from the high point of a month ago.

L. A. Provandie Company of Boston, Mass., has been incorporated to deal in grain, cereals, etc. Capital stock is \$25,000.

Fred Sawyer, a member of the Chicago grain firm of Simons, Day & Co., spent the early part of April on a vacation in the West.

A petition was recently circulated on the Chicago Board of Trade to establish a market and encourage trading in cotton seed oil.

Houston, Fible & Co. of Kansas City, Mo., have become correspondents with wire service of Clement, Curtis & Co. of Chicago, Ill.

George E. Marcy, president of the Armour Grain Company of Chicago, has returned from wintering on his ranch near Pasadena, Cal.

James A. Daugherty has engaged in the grain brokerage and flour business at Nashville, Tenn., with offices in the Builders Exchange.

R. V. Lyons has left Simons-Shields Grain Company of Kansas City, Mo., to manage the Kansas City office of Bartlett, Frazier Company of Chicago.

Jesse Simpson, until recently with the Mutual Grain Company of Indianapolis, Ind., has engaged in the automobile business at Bloomington, Ill.

W. R. Davis, inspector of hay and grain on the



Savannah market, has resigned to accept a similar position on the Atlanta Board of Trade, Atlanta, Ga.

Octave A. Bruso, who has been engaged in the grain business at Buffalo, N. Y., for a number of years recently filed a petition in bankruptcy. The liabilities are scheduled at \$55,537.20 and assets at \$8,055.

The B. C. Christopher Grain Company of Kansas City, Mo., opened an office April 1 in the Sedgwick Building, Wichita, Kan. It will be in charge of C. S. Conover.

William M. Smith, who has been representing at Baltimore, the grain firm of W. H. Perrine & Co., of Chicago, has gone with H. C. Jones & Co., Inc., of Baltimore.

The Donahue-Stratton Company, grain merchants of Milwaukee, Wis., and operators of St. Paul Elevator "E," has increased its capital stock from \$250,000 to \$350,000.

George Strom, former manager of the Farmers' Elevator Company at Humboldt, Iowa, is now traveling the West for the Taylor & Bournique Company of Milwaukee.

Robert Morris, for many years with Pennock & Co., of Philadelphia, Pa., has opened offices in the Bourse Building to carry on a general brokerage business in grain and feed.

The Murphy Grain Company has been incorporated at Springfield, Ill., with capital stock of \$30,000. The incorporators are G. J. Bronaugh, M. F. Murphy, Sim Fernandes.

W. S. Booth, who has been engaged in the grain brokerage business at Chicago, Ill., for very many years, has formed a connection with W. H. Colvin & Co., as salesman "on 'change."

A. G. Thompson, a prominent member of the grain trade of Duluth, Minn., was married April 14 at the St. Regis Hotel, New York, N. Y., to Miss Eloise McConnell of Helena, Mont.

M. Purcell has resigned his position as buyer for the Buffalo Cereal Company of Buffalo, N. Y., and has accepted a position as salesman "on 'Change'" for the Eastern Grain Corporation.

The Golden Grain Milling Company of East St. Louis, Ill., will erect a new plant on the site of the one burned several months ago. It will be used for the manufacture of alfalfa mixed feeds.

The Commercial Credit Company of Indianapolis, Ind., has been incorporated with a capital stock of \$25,000 to deal in grain. The incorporators are F. Walker, R. L. Wilson and J. B. Lederer.

The Cargill Grain Company of Milwaukee, Wis., has sold its grain elevator at Kewanee, Wis., to the Kewanee Grain Company and its elevator at Luxemburg, Wis., to the Luxemburg Milling Company.

R. W. Young, manager of the old established grain firm of D. G. Stewart at Pittsburgh, Pa., was recently appointed chairman of the Publicity Committee of the Pennsylvania Millers' State Association.

W. J. Coleman, who has been for a number of years past the manager of the Hall-Baker Grain Company at Wichita, Kan., is now with the grain department of the Kansas Flour Mills Company of Wichita.

O. E. Lowitz & Co., of Chicago, who are represented on the St. Louis Merchants Exchange by J. B. McSorley recently opened a very elaborate suite of offices on the first floor of the Merchants Exchange.

At the annual sale for choice of grain tables on the Baltimore Chamber of Commerce, Baltimore, Md., held early in April, the prize place was knocked down to E. Steen & Bro., grain receivers and shippers.

F. J. Maurer is the president of the new company, F. J. Maurer, Inc., formed at Buffalo, N. Y., with offices in the Chamber of Commerce Building for the purpose of conducting a general grain merchandizing business.

The sympathy of very many friends will be extended to Edward H. Culver, chief grain inspector at Toledo, Ohio, on the death of his wife, Julia B. Culver, which occurred April 2. Mrs. Culver was a frequent attendant at the larger grain conven-

tions with her husband and all who met her felt that she typified those rare qualities of the real American woman of the home. Besides her husband she is survived by six children.

The J. J. Badenoch Company, large grain handlers and distributors of Chicago, Ill., has engaged D. H. Owen as general sales manager. Mr. Owen was until recently connected with the Buehrle-Owen Company of Youngstown, Ohio.

The Quaker Oats Company of Chicago, Ill., will enlarge its plant at Saskatoon, Sask., by the addition of a two-story factory and warehouse of dimensions 165x50 feet.

J. Murdock Dennis of the firm of Denuis & Co. of Baltimore, Md., has purchased a Curtiss Hydro Aeroplane with the view of offering his services to the United States Government as he becomes proficient in its operation.

The Commercial Export Company of Wilmington, Del., with \$50,000 capital has secured a charter to carry on a general import and export business in grain. F. D. Buck, George W. Dillman and M. L. Horty are the incorporators.

H. W. Rogers of the firm of H. W. Rogers & Bro., Chicago, Ill., celebrated his eighty-fifth birthday, March 28. Mr. Rogers is the oldest living ex-president of the Chicago Board of Trade and is actively engaged in the affairs of his firm.

The Commercial Exchange of Philadelphia, Pa., has installed direct wire service between its quarters on the floor of the Exchange and the Chicago Board of Trade. It will aid the transmission of grain and provision quotations for the local grain shippers.

A charter has been granted to the Continental Export & Import Company of Philadelphia, Pa., to do general export and import business. The incorporators are Henry C. Kehn, F. M. Kauffman, J. C. Johnson, W. P. Brodfield, August Abele, and J. F. Hawes.

The Lynchburg Brokerage Company of Lynchburg, Va., started in business April 1, with offices in the Peoples National Bank Building. Among those interested are W. O. Smith, formerly of the Smith Produce Company and James P. Barnes of the Moon-Taylor Company.

The firm of Merrill & Lyon, which had been in existence on the Chicago Board of Trade upwards of 40 years, discontinued business on April 1, owing to the ill health of R. S. Lyon. M. C. Townsend, manager of the business, has become associated with Warner & Wilbur.

A bill has been introduced in the Illinois State Legislature by Representative Garesche which has for its object the prohibiting of dealings in "puts" and "calls" and "ups" and "downs" on the Chicago Board of Trade. A penalty is provided of both fine and imprisonment.

The Quaker Oats Company of Cedar Rapids, Iowa, large cereal manufacturers, has awarded its contract to the Strong-Scott Manufacturing Company of Minneapolis, Minn., for the machinery for a 1,500-barrel flour mill and a 600-barrel durum mill. The work on the building was commenced some time ago.

The Heinmiller Grain Company has opened offices at Indianapolis and at Lafayette, Ind., for the purpose of conducting a general business as receivers and shippers of grain. The Indianapolis office is under the personal management of F. G. Heinmiller and the office at Lafayette is in charge of John N. Pultz.

The Golden Belt Grain & Elevator Company of Topeka, Kan., has been incorporated to build a 250,000-bushel public elevator at that place. The incorporators are E. J. Smiley, secretary of the Kansas Grain Dealers Association, O. B. Jones, John F. Jones and others. Mr. Smiley will continue as secretary of the Kansas association.

Readers of events of these history-making times perused with pleasure as well as profit the story of the appearance of the President before the joint session of Congress at 8:30 p. m., April 2, as written by Editor J. Ralph Pickell in Capital Comment, the feature article of *Rosenbaum Review* of April 7. We can see the immense crowds in and about the capitol

building. We see Chief Justice White come sauntering down the corridor, the rugged features of James Watson, the supreme calm of Julius Rosenwald, and the sublime earnestness of Hiram Johnson, the new senator from California. Then the scene following the reading of the message, "destined to rank as one of the greatest state papers ever written by any president." And one touch of nature—Editor Pickell wrote that outside, in front of the Capitol, there were "gorgeously gowned women in their hansoms."

## INCREASING CROP PRODUCTION

The need of greater crops is attracting the attention of a great many men throughout the country who usually take no more than passing interest in the subject. With the United States on a war basis the urgency of food supply will be felt at once, for a large standing army must be sustained and nourished without regard to cost and on a more liberal scale than many of the enlisted men are accustomed to.

The partial failure of the winter wheat crop makes it more important that the spring planting should be done under the most favorable conditions. Soil preparation, fertilization, careful selection of types and species of grain, seed testing and formaldehyde treatment are some of the agencies which must be used to a greater degree than ever before if we expect to fill the requirements of the nation and the demands from foreign countries.

The Crop Improvement Committee of the Council of Grain Exchanges has increased its efforts the past months, through the *County Agent*, to make plain to farmers the necessity of testing all seed before planting. They say that millers and grain men generally, agree that seed testing is the only proper course to pursue but fail to act. They maintain it is up to the millers and grain dealers, more than any one else, to get this work of seed testing started among the farmers.

The Crop Improvement Committee offers to ship testers for small grains and corn at practically cost to the milling and grain trade for distribution to the farms. They will supply blotter testers at \$5 per 500 f. o. b. Chicago, and the rag doll juniors, testing 5 ears of corn at \$9.25 per 500, both kinds imprinted with the name of the buyer. This makes it a good advertisement as well as an aid to larger crops. They also have a few rag doll testers for testing 20 ears of corn at \$1 per dozen imprinted.

If the speeding up of crop growth is beneficial under normal conditions, much more is it to be advised under the present crop conditions which have not been equalled in favorableness within the memory of the average active farmer. Moreover, by speeding up crop production by liberal use of fertilizers, a great deal will have been done toward maintaining the production of food products at their usual level, in spite of the threatened cut in acreage which is feared, due to the high price of both seed and labor. The present national crisis and the urgent need of greater production makes the matter of increased crop production doubly important.

In line with constructive work for Government service which is being conducted in all manufacturing establishments, Dean Eugene Davenport of the Agricultural Department of the University of Illinois, has suggested a plan to militarize all agricultural production.

"As the first step all farmers would be registered, with a record of tillable acreage," he explained. "Then could be determined the number of helpers to bring production in each case to a maximum.

"The War Department could co-operate by establishing military camps at convenient points, where civilian enlisted men could be gathered under military discipline. These camps should be convenient to land rented by the Government. Also near these centers plants for drying and canning products should be erected. From these camps farmers could be supplied with labor at the usual wage.

"By supplying these men with a uniform or some badge to show that they are 'doing their bit' patriotism would be stimulated and from their ranks recruits for the regular army could be drawn."



## TRADE NOTES

The Barnard & Leas Manufacturing Company of Moline, Ill., which has been doing an exceptionally large business the past months, reports that orders the first months of 1917 were the largest of any period during the past 15 years.

The S. Howes Company of Silver Creek, N. Y., manufacturers of the Eureka Line of machines, has engaged J. E. Gambrill to represent them in Ohio and Indiana. Mr. Gambrill will have his headquarters at No. 919 East Church Street, Marion, Ohio.

The sympathy of the entire grain trade will be extended to Samuel Wilson, president of the Great Western Manufacturing Company of Leavenworth, Kan., in the recent death of his son John H. Wilson. The young man died at Ann Arbor, Mich., where he was a student in the University of Michigan.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., is erecting a building at Great Falls, Mont., in which it will carry a full line of machines for supplying its growing Pacific Coast trade. The stock will include flour mill and grain elevator machinery, power transmission, grain cleaners, gasoline engines, etc.

The Howe Scale Company opened a branch at 239 Dauphin Street, New Orleans, La., April 1, to handle Howe Scales, trucks, safes, grocers' refrigerators and accessories. An expert service station for scale repairing is a part of the equipment. C. R. Dunton, president of the Ohio Howe Scale Company, is the head of the branch.

The second annual meeting of the National Scale Men's Association was held at the Fort Dearborn Hotel, Chicago, Ill., March 19, 20, 21. There was a very large attendance and the program included addresses by noted scale men on topics of interest to this trade. J. A. Schmitz, expert scaleman of the Chicago Board of Trade Weighing Department, is president of the Association.

The Gutta Percha & Rubber Manufacturing Company of Chicago makes its initial spring bow to readers of the "American Grain Trade" in this issue. It admonishes the elevator owner and building contractors to be sure "It's the Mohawk" brand of rubber belting. It has been years since this belting began its power transmission duties in grain elevators and wherever used it has never failed to make friends.

Advertising is no longer regarded as a contingent or fluctuating item but as a necessary fixed liability on the same basis as insurance, depreciation, betterments, etc. We are led to this observation from the fact that in the recent annual report of the American Sugar Refining Company they set aside \$1,000,000 as part of their resources for advertising purposes. The majority of successful firms are following along this line of sound business policy.

The past few years have witnessed a wonderful improvement in engines operated by the cheaper grades of oil. One of these, which has been very favorably commented upon by users is the Dynoil Engine, manufactured by the Burnoil Engine Company of 1050 High Street, South Bend, Ind. Its unique features are explained in an advertisement commencing with this issue, besides which the manufacturers have a detailed description of the engine, setting forth its economy of operation, etc., which will be sent free to all dealers interested in a saving in power in the operation of their plant.

L. S. Greenwood, formerly president and general manager of the Three Forks Milling Company of Three Forks, Mont., has been engaged to head the Community Marvel Millers' Association and the Service Department of the Anglo-American Mill Company of Owensboro, Ky. By July 1, it is stated, he will be Director-General of more than 1,100 American Marvel mills located throughout the United States. Mr. Greenwood has wide experience

in mill management as well as the practical side of milling, and in heading the association, it is expected he will be of great help to the members of it in the operation of their business.

James Stewart & Co., of New York, Chicago and branches, have offered to the United States Government a regiment of 1,000 engineers, skilled in all kinds of construction work. About 80 per cent of the men will be chosen from the 10,000 employed by the company in the construction of elevators, railroads, subways, tunnels, canals, dams, bridges and industrial plants in the United States and Canada. The company will bear the cost of equipping the regiment and transporting it to any mobilization point the Government may designate. The regiment will include men drawn from the elevator building department at Chicago of which W. R. Sinks is manager and T. P. Budd, engineer.

The Hess Warming and Ventilating Company of Chicago, Ill., informs us it will commence work early in May on the installation of the large Hess Drier ordered over a year ago for the Calumet Terminal Elevator at South Chicago to be operated by the Armour Grain Company. It is interesting to note that the material for this drier which was contracted for in March, 1916, is now worth more by itself than the contract price of the drier finished and installed. Steel, steam pipe and other materials entering into the construction of driers, has more than doubled in price within the year and the upward tendency has not ceased.

In these times when it is essential to our country's future that the farmer be encouraged to raise as large crops as possible, it is very timely to call attention to Armour's Fertilizers for increasing our farm field yields. It is well known that in European countries where fertilizers are largely used the average yield per acre is from 2 to 4 times greater than in the United States. In the counties of Lincolnshire, Yorkshire, and Essex, England, the production of wheat will run 40 bushels to the acre in good years, while the average yield for the whole country is the remarkably high figure of 30 bushels to the acre. This compares with 13 bushels to the acre for the United States. The Armour Fertilizer Works of Chicago, Ill., and branches calls attention in our advertising columns to Armour's Fertilizers. It is a logical product for the grain man to handle; first, because increase of crops means more grain to ship and second, increased yields means lower prices to the consumer, which, in these days, is a consummation devoutly to be wished by all, as well as worked for by all.

The B. F. Goodrich Rubber Company of Akron, Ohio, has announced an important change in the personnel of its officials which brings L. D. Brown, who has been cashier of the First-Second National Bank of Akron, into the office of treasurer, succeeding W. A. Means. Mr. Means was elected second vice-president of the Goodrich Company at the annual meeting, and at the same time, Mr. Brown's appointment as treasurer was confirmed. For almost 20 years Mr. Means has been associated with the Goodrich Company and during that time he has seen it grow from a comparatively small plant with a \$2,000,000 capitalization, to the \$90,000,000 institution of today, which is rated as the largest of its kind in the world. For the past seven years Mr. Means has occupied the office of treasurer and for 12 years previous to that was assistant treasurer. This experience has qualified Mr. Means for the new responsibilities which the second vice-president is obliged to handle, for it has been during the past 20 years that the rubber business has seen the greatest growth and development.

Military training has been added to the educational classes of the Goodyear Tire & Rubber Company's factory school at Akron, Ohio, according to an announcement just issued to employees by P. W.

Litchfield, vice-president and factory manager. Instruction is to be given under the supervision of ex-army officers of long military experience. The Goodyear factory is now in operation 24 hours of the day, divided into three eight-hour shifts. The classes in military training have been arranged that each shift of workers may have two hours of drill each week. The company's policy is outlined in the following statement by Mr. Litchfield: "The introduction of the eight-hour day into industry sets free additional time for a man to use as he may desire. He may waste it and spend on extra amusement the money he has earned, or he may use it for his mental and physical development, making him a more efficient and useful citizen. In extending our educational and training courses for those of the latter class, we have recently added military drill. We are among those who believe that only by having a democratic citizenry, equipped and trained in the use of arms, can we insure the safety and honor of our republic from foreign aggression and the peace of the future, such as has been our heritage in the past. Conditions of the past, which happily made military preparedness unnecessary for us, now have changed. Depending upon mere untrained numbers to defend our homes against the present forces of other nations, would be as foolish as starting to compete in the manufacture of tires without buildings, machinery and tools or previous training. Military training teaches accuracy, promptness, and gives an all-around physical training to the body. There is no obligation on the part of our employees to enter the military classes, but the opportunity is open to all Goodyear workmen who may wish to take advantage of it. Military drill is already a part of the regular course of study for the Flying Squadron, which is an organization of picked men who are given special attention and educational training for the positions higher up in the Goodyear Company."

## FROST-PROOF CORN

In this age of wonderful achievements, a frost-proof corn is among the possibilities of attainment. When a corn is bred that will withstand spring and fall frosts and grow at low temperatures, like rye, the reign and territory of King Corn will be extended and his powers increased.

Recent work of the Office of Corn Investigations, Bureau of Plant Industry, U. S. Department of Agriculture, indicates the possibility of producing varieties of frost-proof corn and varieties that will continue growth at low temperatures. Some kinds of corn have been found to withstand freezing, both in the spring and in the fall, and afterwards continue to grow. Still more encouraging is the fact that some individual plants of these hardy varieties are more enduring than other plants of the same variety.

At the first signs of spring, with patches of snow still on the ground, seeds of these varieties have been planted and has shown ability to withstand frozen ground and spring frosts and ultimately to yield well. Planted in February, 1917, plants which were several inches high withstood a freeze of March 5, which froze the ground to a depth of two inches.

Of still more importance than the possibility of producing frost-proof corn is the possibility of producing varieties of corn that will continue to thrive and produce grain at lower temperatures than existing varieties. There is much territory with long frost-free periods, where, during nights or for several weeks during the growing season, temperatures remain too low for ordinary varieties of corn to grow.

BY a recent decree by the president of Argentina the exportation of all grain and flour from that republic is forbidden.

IT is estimated that there are approximately 25,000,000 bushels of wheat left in the Province of Alberta, Canada; 35,000,000 bushels in Saskatchewan; 12,000,000 bushels in Manitoba. This with the wheat on hand in the remainder of the Dominion, makes an aggregate of 102,000,000 bushels. Fort William and Port Arthur have about 20,000,000 bushels stored.



## NEWS LETTERS

### BUFFALO

ELMER M. HILL CORRESPONDENT

CONTRARY to expectations, navigation over the Great Lakes route will open early this season. Reports from U. S. Weather Bureau stations and the meteorological service of Canada indicate that although there are some large ice fields in Lake Superior, ice in the lower lakes is rapidly breaking up. In St. Mary's River the ice is solid but is rapidly decreasing in thickness and grain interests at Buffalo are under the impression that grain carriers will begin to leave the upper lake ports about April 18.

On April 5 the steamer *Emory L. Ford* with a cargo of grain for Buffalo from Port Huron was in the ice off Westfield, N. Y., but with favorable wind conditions it was expected the ship would be able to make port about April 15. The ice between Barcelona and Buffalo was very thick at this time and the skipper of the ship was warned not to take too great a risk in getting his cargo into port. For this reason he did not attempt to break through the heavy ice fields.

C. H. Williamson, manager for Lunham & Moore at this port and manager of the Lake Grain Elevating Association, eagerly awaited the arrival of the *Ford* when news was received that the ship was off Westfield, but on April 9 Mr. Williamson expressed the belief that the boat would not arrive for at least another week.

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Elevator and grain interests at Buffalo are exceedingly optimistic over the prospect of a banner year in the grain trade at this port. Practically all of the winter storage cargoes have been elevated and the last month was a busy one at all the houses. The car supply was better so that boats which expected to be held at the breakwall with their cargoes until after the opening of navigation were brought into port and are now awaiting an opportunity to get away for Lake Superior and Michigan ports.

Carrying charges will be high this season. Like last season there will be a shortage of boats because of the large number of ships that have been taken off the lakes within the last few years for the coastwise freight service. There is no general apprehension in shipping circles that the Government will commandeer any lake freight vessels for transports because of the importance of maintaining regular service between the upper and lower lakes, especially during the grain carrying season.

During the early part of April, grain shippers at Lake Superior ports were bidding 5½ cents for tonnage to Buffalo and a few charters were reported for 6 cents. Wooden boats are wanted in the grain trade to load after May 1, but no charters have been reported. Three cents has been bid on oats from South Chicago to Lake Erie ports and owners have been asked if they would carry corn to Buffalo for opening shipment at 4½ cents. There is some grain on the market at Milwaukee but shippers at that port have not been making enquiries for tonnage. Some of the large ship owners have announced a 5 per cent increase in carrying charges because of approval given lake freight carrying lines by the Interstate Commerce Commission to an increase to this extent.

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The Follette Canal Line of North Tonawanda, which has gained a wide reputation in shipping and grain circles as one of the oldest and largest forwarding companies operating over the Erie

canal between Buffalo and tidewater points, has gone out of business. Mrs. William H. Follette has sold 18 canalboats and two small canal steamers to the Syracuse Shipping Company of Syracuse. Twelve other canal boats were recently sold to New York interests. The line had carried millions of bushels of grain between Buffalo and New York within the last 30 years.

\* \* \*

In the first case brought under the Panama Canal Act, requiring railroads to dispose of their steamship interests, the United States Supreme Court has decided that the Lehigh Valley Railroad must relinquish its Great Lakes transportation lines operating between Buffalo, Chicago and Milwaukee. The lake line will probably be acquired by the Great Lakes Transit Corporation of Buffalo, which acquired the lake lines of six other railroads.

\* \* \*

Realizing the importance of safe-guarding the large grain elevators along the Buffalo waterfront from damage that may be done by German agents or sympathizers, national guardsmen and special police are patrolling the wharves and elevator property along the Buffalo River and City Ship Canal. Individual elevator interests and members of the Buffalo Corn Exchange have pledged their support to the Government in the present international crisis and there is a general feeling in grain circles that the Buffalo grain market will play an important part in furnishing grain supplies to the army. Patriotism is at high pitch throughout the city and from the roof tops of all grain elevators large American flags are flying. On the Corn Exchange floor in the Chamber of Commerce building, members are all wearing small American flags and the national colors are in evidence on the walls of the 'Change.

\* \* \*

The Buffalo Corn Exchange is vigorously protesting the enactment of the so-called Wicks Food and Markets bill now pending before the New York state legislature. A large delegation of Buffalo grain men appeared in Albany before the joint agriculture committees and a public hearing was held at which the grain interests expressed general disapproval of the measure. Fred E. Pond, secretary of the Buffalo Corn Exchange, was in the state capital for several days and made a vigorous effort to have the bill amended to meet the Buffalo objections. Opposition was registered by F. A. McLellan, president of the Exchange; Maxwell M. Nowak, M. P. Hedrick of Buffalo; W. V. Hamilton of Caledonia, president of the New York State Millers' Association, and Ralph Kent, of counsel for the produce merchants of western New York.

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Octavo A. Bruso, president of the Bruso Grain Company, filed a voluntary petition in bankruptcy in the United States District Court at Buffalo in which he scheduled unsecured liabilities of \$55,537 and \$8,055 in assets. The Bank of Buffalo and J. L. Holland of New York are the largest creditors.

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Merritt and Baker have bought the grain and feed business of the Griggs & Ball Company, of East Aurora. A new mill and elevator will be erected to replace the one destroyed by fire several months ago. About \$250,000 will be spent on the structure and equipment.

\* \* \*

An announcement of unusual interest to the Chicago and Lake Michigan grain shippers is the decision of the Great Lakes Transit Corporation to operate boats in the Lake Michigan trade this season. The Great Lakes Transit Corporation acquired all the boats formerly operated by railroad companies upon the lakes with the exception

of the Lehigh Valley boats. William J. Conners of Buffalo is chairman of the board.

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Buffalo elevating interests are co-operating with other industries in a vigorous campaign against the new municipal taxation system whereby machinery and equipment is assessed and taxed as real estate. As the result of the opposition of these industries, the City Council held a public hearing on the matter and they approved of the attitude of the industries as opposed to the taxation system invoked by the Commissioner of Public Finance. By a vote of four to one the Council disapproved of the plan and at the request of the Council, the city law department drafted a bill which would exempt machinery and equipment from taxation as real estate. The bill has been introduced into the state legislature and delegations of elevating interests and other manufacturers are working for its enactment. It will probably be passed. The industries claim the measure is unjust and discriminatory in that it imposed an additional tax upon manufacturers and does not tax stock and equipment of a wholesale or retail dealer.

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Associations of grain and elevator interests throughout the Great Lakes district have been asked by the Buffalo police to locate William E. Lloyd, local agent for the Great Lakes Transit corporation, who disappeared March 17. Mr. Lloyd is 42 years old and was well known to grain and vessel interests throughout the lakes. He was formerly superintendent at the Mutual Terminal Transit Co., before it was absorbed by the G. L. T. C. interests. This company formerly operated the Mutual Terminal Elevator on the Blackwell Canal. No reason is assigned for his mysterious disappearance.

\* \* \*

Abbott S. Griggs, for many years head of the Griggs & Ball Company, grain and feed dealers of East Aurora, N. Y., and president of the Erie County Trust Co., died April 5. He was 56 years old and is survived by his widow. Mr. Griggs spent his entire life in East Aurora and for two terms was president of the village.

### NEW YORK

C. K. TRAFTON - - CORRESPONDENT

INFORMATION to the effect that at least the first tentative steps had been taken toward the construction of a huge public elevator in New York Harbor was received with much gratification by members of the New York Produce Exchange, and especially those interested in the movement of grain from the West via the Erie Canal. Needless to say, all broad-minded men in other lines of business were likewise pleased, realizing that any improvements that will serve to expand the grain business of this port will also tend to promote the prosperity of the entire city, and in fact, of the whole metropolitan district.

The late Henry B. Hebert, for many years one of the most prominent figures in the country's grain trade, was one of the pioneers in the movement for the enlargement of the old Erie Canal. To him, as well as to his colleagues and successors on the Canal Committee of the Produce Exchange, much credit is due for the successful campaign to add this important item to the transportation facilities of the state. These advocates of a larger and better canal realized, however, that their great expectations would not be entirely fulfilled unless provision were made for the erection of a large public elevator in New York Harbor.

The sponsors of this project pointed out that the present elevator and storage capacity would prove to be utterly inadequate to the task of handling in an expeditious and economical manner the enormously increased quantities of grain that would be shipped down the great Barge Canal because of



the saving in both time and cost made possible by the many improvements, and notably the four-fold increase in the size of the canal-boats. It was argued that the state would find it decidedly profitable to erect and conduct an elevator here with a capacity of at least 10,000,000 bushels. With this end in view a vigorous campaign was inaugurated by the Canal Committee of the Exchange, and these efforts have not been in vain.

\* \* \*

The Board of Managers' Room of the New York Produce Exchange was the scene recently of one of those little scenes, somewhat out of the general run, which come once in a while to throw a little sunshine into the dull routine of everyday business life. Practically all active members of the Exchange were gathered there then to do honor to two of their oldest and most respected associates, Adoniram Clark and Edward A. Allen. Ex-President Edward R. Carhart presided and in his usual gracious and graceful style explained the purpose of the meeting and presented to the guests of honor a handsomely bound leather volume, bearing on the outer cover the letters C & A done in the form of an extremely artistic gold monogram. The inside covers were lined with heavy white silk, while the pages were of the finest quality paper, bound with silk ribbon.

The first two pages were given over to the testimonial, an unusually handsome specimen of illuminated chirography. The following pages bore the signatures of the present officers and Board of Managers. On another page appeared the signatures of 11 ex-presidents. On the remaining pages close to 200 of the members inscribed their names. It was the consensus of opinion that the partnership of Messrs. Clark and Allen is one of the longest and most harmonious on record. When they started in the wholesale grain, meal and feed business, Alonzo Allen was also a partner, but he retired in 1870.

At that time the business was conducted from canal boats and grain was handled in measures, a method long since obsolete, Adoniram Clark purchased his membership in the old Corn Exchange, now the Produce Exchange, on May 7, 1866; and Edward A. Allen became a member of the Exchange on January 23, 1878. In 1880, Edward A. Clark, son of Adoniram Clark, was admitted to partnership in the business, and so continued until his death in January, 1884. Later, Berton A. Allen, son of Edward A. Allen, and Durward B. Kennedy, who had been manager of the concern for many years, became partners with the two founders of the business, and these four men now compose the firm.

Because of good management, and square dealing, the business grew so rapidly that it was found necessary to look for new quarters and in June, 1898, the business was moved to its own new modern elevators and warehouses at 32d Street and East River, one of the largest and best equipped plants of its kind in New York.

\* \* \*

Members of the grain trade on the New York Produce Exchange took a prominent part in a stirring demonstration of patriotism which occurred on the great trading floor early this month. A large platform had been erected and seats provided for the officers, as well as for a full military band. Vice-president Richard A. Claybrook, representative of the Eagle Roller Mill Company, opened the meeting and introduced ex-president Elliott T. Barrows, who has done a large freight brokerage business with grain men for many years. An eloquent address was made by Charles W. McCutcheon, one of the oldest and most prominent members of the Exchange and head of the big flour firm of Holt & Co., one of the oldest commission houses in the United States. Herman Stutzer almost a vigorous speech.

During the intervals the band rendered appropriate music and at the end played the national airs of all the Entente Allies, the audience joining with their voices and cheering lustily. The affair terminated in a big parade all around the floor. Charles C. Ramey ("Genial Charles") the popular grain broker, was in the lead with a big American flag, which he waved from the platform at the

finish and led in singing America and in reciting the Pledge of Allegiance.

In view of our present relations with Germany, the rousing words of Mr. Stutzer made a decidedly gratifying impression. Mr. Stutzer was born in this country, but his father, Herman Stutzer, came from Germany and became one of the largest cash grain buyers, particularly of rye, in the country, largely for exporters to Germany. He made a large fortune almost entirely through his brokerage business.

In connection with the patriotic demonstration it is interesting to note that the Produce Exchange unit of the Home Defense League is thriving vigorously. Members of the grain, flour, and other trades have displayed great enthusiasm and are making excellent progress at the drills which are held on the Exchange floor twice a week.

George A. Zabriskie, the active representative of the Pillsbury Flour Mills Company, is chairman of the committee. Associated with him are Herbert L. Bodman of the old grain firm of Milmine, Bodman & Co., Walter Moore of the big freight brokerage firm of Lunham & Moore, Louis G. Leverich, manager of the grist and feed mills of Shaw & Truesdell, Harry J. Greenbank, long prominent as a flour receiver, and Robert E. Annin, at one time active head of the old firm of R. W. Forbes & Son, once one of the leading corn exporting houses in the country, and an ex-vice-president of the Exchange.

\* \* \*

Jacob C. Ott, otherwise known as Colonel Ott by his many friends in the grain trade, who has been in the millfeed business for as long as any of them can remember, returned recently from the first long vacation he has had in about 15 years, having spent about two months visiting practically all the resorts in Florida, as well as many points in other Southern States. Mr. Ott took an active part in the establishment of the old Staten Island Mill at Mariner's Harbor, S. I., and since the formation of the Hecker-Jones-Jewell Milling Company has been manager of their millfeed department. His many friends on the Exchange floor gave him a hearty reception upon his return and were surprised to hear that he intended to resign that position in order to enjoy a long-deserved rest. Much skepticism was expressed as to his absolute retirement. Mr. Ott is extremely strong and energetic despite his years and his friends feel sure that he will find idleness irksome and will soon become anxious to get back into harness, to some extent, at least. His place has been taken by N. H. Jewett.

\* \* \*

G. K. Morrow, head of the Hecker Cereal Company of this city, was cordially welcomed by his many friends on the Produce Exchange upon returning from a vacation of several months. Mr. Morrow visited many points in Florida, returning via Summerville and Charleston, S. C. He took part in various golf tournaments and made a decidedly good showing.

\* \* \*

Addison D. O'Neill, for several years manager of the Long Dock Mill & Elevator Co. of Jersey City, recently announced his resignation from that office in order that he might give all his time to his work with the Naval Reserve. According to his friends on 'Change, he is perhaps the most valuable man available for that body as far as the local branch is concerned because he is thoroughly familiar with all of the waterways in this vicinity.

\* \* \*

C. Clausen, who has acted for several years as New York representative for the Simonds-Shield Grain Company of Kansas City, Mo., has severed that connection in order to become a partner, and local manager for Lewis, Proctor & Co., Inc., grain merchants, who have offices also in Chicago and Buenos Aires.

\* \* \*

Edwin W. Bertholf, chairman of the Hay Committee of the New York Produce Exchange, and well known for many years as a member of the old Jersey City hay and grain firm of Miller & Bertholf, returned to his post on 'Change recently looking much improved by his long and greatly deserved

vacation. Accompanied by his wife and daughter he went to Florida early in January, returning via Summerville, S. C., and Atlantic City, N. J.

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C. W. Band, manager of the local office of James Carruthers & Co., Ltd., the big Canadian grain firm, has returned to the city after a trip to Florida and North Carolina.

\* \* \*

Raphael C. Ransom, grain merchant of Attnwerp, has been elected to membership in the Produce Exchange.

\* \* \*

John T. Morris, for many years a clerk in the old grain and commission house of Isaac H. Reed & Co., and afterwards a junior partner in the firm, is dead. Following the death of James R. Turner, who had become head of the firm after the death of Colonel Reed, the company was dissolved and Mr. Morris went into business on his own account.



WITH the appointment of a state food director and the mobilization of the farmers and every other food-producing unit of the state, Indiana has taken early and far-reaching steps to meet the unsatisfactory food situation which threatens the country in this year of war and poor wheat prospects. The grain men, millers and all allied interests are taking a prominent part in this and will direct very important parts of the campaign, which will enlist new thousands in the problem of feeding not only the state of Indiana, but other states and the entente allied countries of Europe.

Indiana, responding to the war demand, this year will plant not less than 5,500,000 acres of corn, a third of the cultivated farm area of the state. This may even be increased to 6,000,000 acres, as compared with 5,000,000 acres under ordinary conditions.

The Indiana Grain Dealers' Association and other bodies and individuals are taking steps to increase the wheat yield of the state in the future, but it appears that the wheat problem will demand more attention in a few months than it does now. Just how much frozen winter wheat will be plowed up so that the ground may be used for a new planting this spring is yet uncertain. Wheat prospects, moreover, are not quite so dismal as they were a short time ago.

Prof. G. I. Christie, of Purdue University, the newly appointed food director, and others who attended the conference of grain men and allied lines called by Governor Goodrich April 5, said that wheat in Indiana had shown a wonderful improvement in the last two weeks. Prof. Christie estimated that the present prospect was for 80 per cent of a normal crop, which, he said, was very good. Others named counties in which prospects are for a normal crop. Until a few days ago the discouraging reports had indicated that a great deal of wheat land would be plowed under and planted in corn.

\* \* \*

The conference called by Governor Goodrich was attended by several hundred representative men from all parts of the state. The crop and food situation in the state and nation was gone over thoroughly by the speakers and the following committee was appointed by the Governor to formulate and carry into effect an organized effort among the grain growers and other food producers of the state for larger crops. The members of the committee and the interests they represent are: Charles B. Riley, Indianapolis, grain dealers and millers; Ralph Moss, Center Point, former congressman, representing the farmers; W. A. Guthrie, Indianapolis, the forest interests; H. E. Barnard, state pure food and drug commissioner; W. W. Bonner,



Greensburg, representing the bankers; L. H. Wright, Columbus, representing the State Grange; Ralph Polk, Greenwood, representing the canners; Warren T. McCray, Kentland, representing the agricultural board; C. B. Peacock, Salem, representing fruit growers; Will R. Robbins, Horace, representing the live stock industry; Samuel Schlosser, Indianapolis, representing the dairy industry, and Prof. G. I. Christie of Purdue University.

Mr. Riley, who is secretary of the Indiana Grain Dealers Association, said that while grain prices would fluctuate to some extent, prices are sure to remain at a profitable point for the farmer, not only this year, but in coming years. Mr. Jenkins suggested that every man return to his home and begin at once to induce the people to get busy for bigger crops. Mr. Wright, speaking for the State Grange, said he could assure the conference that every Indiana farmer is a patriot and that the Indiana farmer will do his part.

Following the conference meetings were held in every county in the state and the more food campaign was got in full swing at once. The appointment of Prof. Christie as state food director was accompanied by the announcement that with a staff of other crop experts from Purdue University he would take up quarters in the statehouse in Indianapolis, from where he will personally direct the work.

Among the suggestions sent out by the statewide committee to the ninety-two counties of the state are the following:

Spread among the farmers of the state full knowledge of the actual food conditions which will be brought about by the war, and the necessity for greater production and conservation of foodstuffs.

Utilize the county agents in the counties for this educational work.

Close the schools earlier this year, in order that the pupils may go to work on the farms and other places where they may be needed for food production and give them full school credit for their work.

Put to work the 5,000 college students who will leave Indiana colleges in June.

Let the 5,000 college girls, who will come from the colleges in June, take the places of 5,000 men workers, and send the latter to the farms and other food producing industries.

Get the farmers to plant more acreage of corn and to work for a larger yield to the acre.

Encourage boys and girls to raise pigs.

Tell retired farmers to get back on their farms and take charge.

Ask the Government to issue a request to labor to forego the eight-hour day in industries as a matter of patriotism and necessity.

Hold meetings in all of the cities and towns and in all small communities, and urge upon the people the necessity of producing more food and conserving the supplies.

Purdue experts say that as a rule only 70 per cent of the seed planted in Indiana each year yields a corn crop. This means a loss of 1,500,000 acres of corn land each year and a very serious effort will be made to reduce this. To that end a thorough campaign for better seed is already under way.

Indiana's position as a great food producing state are shown by the annual statistics. The latest available, those for the year 1915, show the following production for the year in Indiana: Wheat, 39,689,675 bushels; corn, 165,344,764 bushels; rye, 2,836,897 bushels; potatoes, 4,513,303 bushels; onions, 1,118,466 bushels; apples, peaches and other fruit, 1,869,263 bushels; tomatoes, 70,094 tons.

Three hundred and seventy-five flour mills in the state have a daily capacity of 40,000 barrels, four times as much as is required for Indiana.

It is evident, therefore, that Indiana not only is to provide thousands of soldiers and sailors to fight for the country's right and honor, but that it is to contribute largely to the feeding of the army.

\* \* \*

The Grain and Hay Club of Indianapolis, at a meeting at the Board of Trade, has appointed the following committee to formulate some plan for the club to assist in the movement for an increased production of foodstuffs: P. M. Gale, George Doran, William C. Hayward, H. M. Rudeaux, I. E. Woodard, J. M. Brafford and F. A. Vawter. E. K. Shepperd, president of the Club, which is composed of members of the Board of Trade who are engaged in the grain and hay trade, spoke of the importance of

increased production. C. B. Riley told what is being done throughout the state by members of the Indiana Grain Dealers' Association.

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Chester J. Oval, of Indianapolis, and E. Lowitz, of Chicago, have been elected to membership in the Indianapolis Board of Trade.

\* \* \*

The Farmers' Grain Company, of Fairmount, Ind., has filed a final certificate of dissolution.

\* \* \*

The Witmer Grain Company, of Grabill, Ind., has increased its capital stock from \$15,000 to \$30,000.



THE Milwaukee Chamber of Commerce held one of the most spirited elections it has ever experienced April 2, when H. W. Ladish was chosen president over W. O. Goodrich. The total vote cast was 268, due to the active work of members of the various "campaign committees."

The chief topic during the election was the question of the wisdom of raising the annual dues. For



SECRETARY H. A. PLUMB, MILWAUKEE

some time the dues of the organization have been \$35 per annum. A few weeks ago the board of directors fixed the dues for the coming year at \$70. This caused protest among a small minority of members. A committee on economy was devised and some of the candidates were avowedly in favor of some reduction from the \$70 rate for dues. John Buerger who headed the economy ticket failed to get through the primary and both the candidates on the ticket in the election were not connected with the economy committee. The \$70 dues rate has been fixed for the coming year and no change will be made in this levy, as officers say that the rate was required to offset the deficit in running expenses which has been running at the rate of several thousand dollars per year.

Mr. Ladish stated specifically that he is heartily in favor of the new Chamber of Commerce Building which has been held up temporarily by the election excitement. He declared that everything done during the coming year would be done as far as possible with the full approval of all of the members of the Chamber.

Other officers chosen at the recent election were H. H. Peterson, first vice-president, who was re-elected, and H. M. Stratton who was named second vice-president without any opposition. Harry A. Plumb was re-elected secretary-treasurer without any opposition.

F. J. Coughlin and A. R. Templeton were re-elected

to the directorate and Hugo Stolley was also named as a member of the board. The members of the Board of Arbitration chosen were E. H. Heimke and E. La Budde. The members of the Board of Appeals are P. P. Donahue, E. J. Furlong and J. A. Mander.

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"Notwithstanding that the season of 1916 is generally deemed to have been the busiest and most profitable on the Great Lakes, the aggregate amount of business done at Milwaukee has suffered a falling off from the record of previous years," says the fifth annual report of the Milwaukee Harbor Commission. This report has just been submitted to the common council of Milwaukee.

The report as given out shows that the business of the port of Milwaukee for 1916 was 7,924,000 tons in round numbers, compared with 8,127,000 tons in 1915, a loss of a little less than 2½ per cent. In normal times, the report adds, the package freight business in and out of Milwaukee amounts to about 700,000 tons. In 1916 this class of traffic only amounted to 362,000 tons, which was about half the normal run of business. The report also showed that 5,185 ships arrived at Milwaukee in 1916 compared with 232 less than that in 1915. The number of vessels leaving Milwaukee in 1916 was placed at 5,201, a decrease of 1,210. The report reveals that the scarcity of labor and materials has delayed the proposed harbor improvement work south of the harbor entrance. A review of elevator and dock construction showed much work accomplished for the year.

According to figures compiled by Secretary H. A. Plumb of the Chamber of Commerce, receipts of grain at Milwaukee in 1916 were more than 86,000,000 bushels, making the city the fourth largest grain center in the country.

"Milwaukee consumes a large amount of its grain receipts," he says, "but there is an immense and growing surplus for which the Great Lakes are the natural outlet."

\* \* \*

Charles R. Lull who was for 25 years a member of the Milwaukee Chamber of Commerce has sent an appeal to the Governor of Wisconsin asking him to issue a proclamation calling the attention of the farmers to the extreme necessities of cultivating every acre of foodstuffs in the state this year, so that Wisconsin can do its share in national preparedness.

Mr. Lull has also sent a communication to the President of the United States asking him to stop all option trading in grain and in provisions except the hedging sales against actual cash holdings of grain. He suggests that a heavy penalty be provided also for accumulating grain or provisions for speculation during the war. Mr. Lull cites the fact that one Chicago grain trader recently sold 2,000,000 bushels of wheat options at \$2 per bushel, representing a profit of some 33 cents a bushel. He also states that another well-known grain trader of Chicago has made 57 cents a bushel on 6,000,000 bushels of grain, handled as option trade. He maintains that this passion for speculation in the big grain markets in inflating prices at the present time, far beyond their legitimate value.

In ordinary times, the speculators are almost equally divided between the bulls and bears, says Mr. Lull, while during this war period almost all of the thousands of grain speculators are bullish on the market and they have forced up the price by leaps and bounds. Mr. Lull declares that the President should stop this speculation and price inflation of grain and foodstuffs at the earliest possible moment and he offers to give the President all needful information on the situation from his own practical experience in the grain business covering many years.

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While there has been an outburst from the entire country over the alarmingly small crop of winter wheat promised, the crop situation in Wisconsin seems to be very favorable. Fall sown rye and wheat have come through the winter in excellent condition and prospects are very promising. The next week or 10 days should put these crops out of the danger from the alternate thawing and freezing



weather. The ground in the counties where most of the rye and winter wheat is grown has been well covered with snow since December and as a result the frost did not penetrate deeply except in exposed places—in many places not more than 6 inches. The heavy snow covering, with the absence of ice on the fields, produced almost ideal conditions for the fall sown crops. Apparently, the clover crop has also come through without any serious damage. Conditions of Wisconsin crops at the present time are said to be as favorable or more favorable than they have been for many years.

\* \* \*

Milwaukee shippers have been much elated over the fact that official announcement has been made that the Great Lakes Transit Corporation has made official announcement that the Milwaukee and Chicago service of the company will be continued during the season of 1917. The company's officials sent a telegram of congratulation to the Chamber of Commerce and to its traffic manager, George A. Schroeder, who have been largely instrumental in getting the raise of 5 per cent in Great Lake freights which caused the company to retain the service. Mr. Schroeder appeared before the Commission in Washington and urged that the raise in freights be granted, as the Great Lakes boat lines are vital to Milwaukee shippers.

According to estimates made, the change in rates approved by the Interstate Commerce Commission will give the company an additional income of about \$150,000 a year, which officials say is much more than offset by the largely increased cost of maintaining the boat service at the present time. Milwaukee business men learned to depend very largely on boat lines for shipping facilities during the disastrous tie-up of cars and shipping generally to the East. When all the rail lines were tied up tight, there was still some service obtainable from the lakes. This convenience caused the eagerness of shippers to retain the routes of the Great Lakes Transit Corporation. This concern was formed by the purchase of 33 Great Lakes steamers when the railroads were forced to sell their boats, following the enactment of the Panama Canal Act by Congress.

\* \* \*

At the annual meeting of the Chamber of Commerce President C. A. Krause, retiring, thanked the members for their cordial assistance in the last two years and then introduced his successor, H. W. Ladish, who said that this was the time for all the members of the party to act in harmony. He urged the members to forget all of the petty differences of the past and unite to build a greater Chamber of Commerce. In connection with the recent raise in dues he mentioned the higher costs for all sorts of goods and service now, and that larger costs to run the Chamber could not be avoided. He commended especially the new building program, suggesting that a very capable committee has the matter in charge and that an early report might be expected from the committee. At the close of the session, cigars and refreshments were provided during an impromptu reception to the new officials.

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One of the recent freight decisions of particular interest to Milwaukee was that handed down by the Interstate Commerce Commission, permitting the operation of the Canada-Atlantic boat lines. This case has been pending under the Panama Canal Act for several months. George A. Schroeder, traffic manager of the Chamber, had appeared before the Commission urging the matter several times. The Commission was finally convinced that the discontinuance of the boat lines by the railroad would be a detriment to Milwaukee shippers and the rail control of the boat lines will be allowed to continue.

\* \* \*

Archie McFadyen, former doorkeeper of the Chamber of Commerce for nearly a half century, underwent an operation at St. Mary's hospital. Gray-haired Mr. McFadyen has been a familiar figure on the floor of the Milwaukee Chamber since as far back as present members can recollect.

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The Board of Directors voted to continue the operation of the freight bureau upon the present

plan and reappointed the present manager, George A. Schroeder.

\* \* \*

Roy E. Youngs and Frank J. Britzmacher were elected to membership in the Chamber.



PRESIDENT FITZGERALD, of the Grain and Hay Exchange of the Chamber of Commerce, has appointed the following committees for the calendar year: Membership, E. B. Terrill, chairman, J. F. Costello, and J. E. Collins, Jr.; Promotion of Business, H. E. Richter, chairman, D. B. Granger, George Keller; Entertainment, Alfred Gowling, chairman, J. F. O'Brien, A. M. Braun; Transportation, C. S. Maguire, chairman, H. E. Richter, H. Lee Early; Complaint, B. H. Wess, chairman, W. G. Stueve, Max Blumenthal; Floor, C. S. Custer, chairman, W. R. McQuillan, E. A. Fitzgerald; Methods of Handling Hay, W. R. McQuillan, chairman, Dan B. Granger, F. R. Maguire, B. H. Wess, C. E. Van Leunen. These committees are those of the Exchange proper, as distinguished from the committee of the Chamber itself, some of which handle similar matters.

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The recent high stage of the Ohio River threatened a repetition of the floods of 1913, remembered as the most severe and disastrous ever experienced in this section. The Cincinnati Grain Company, whose plant is located near the river, was one of the concerns in that part of the city which took the precaution of removing goods from the basement, but fortunately the water did not get high enough to do any material damage.

\* \* \*

At a dinner given to employees of the Early & Daniel Company early in March at the Automobile Club, checks amounting to 6 per cent of their annual salaries were handed out by the company as a bonus covering the past year, W. C. Tatum making the presentation. This action came as a decided surprise, as nothing of the sort was looked for at this time.

\* \* \*

The case of Maguire & Co., Cincinnati grain men, against the Wabash Railroad, was adjusted by agreement on the day when the hearing was to have been held in Cincinnati before Examiner Wood, of the Interstate Commerce Commission, at the Hotel Gibson. The adjustment reached was satisfactory to both sides, rendering a formal adjudication by the Commission unnecessary.

\* \* \*

Joseph F. Costello, well-known member of the Cincinnati trade, had a grain man's St. Patrick's day when he received from his ancestral home in the County Mayo samples of green corn in the ear, grown in Costello Bog. W. R. McQuillan exhibited samples of green oats which he declared were sent to him direct from McQuillan Castle, in County Antrim, while President Fitzgerald, in order not to be behind these honored members of the Exchange, proudly showed a bale of green hay.

\* \* \*

An accident in the warehouse of the J. F. Costello Grain & Hay Company last August has resulted in a suit for \$26,000 damages being filed against the company by one Fred Wahler, who fixes the extent of injuries which he says he received at that amount. He alleges that he went to the warehouse to buy some oats, and that when he was in the building a pile of hay fell on him, fracturing his hip.

\* \* \*

F. E. Fleming, of F. E. Fleming & Co., grain merchants, has become a member of the Grain and Hay Exchange of the Chamber of Commerce.

\* \* \*

The trade is awaiting with interest the result of the distribution among Ohio farmers of samples of Arlington timothy seed, a new variety developed

by the United States Department of Agriculture at the Elyria, Ohio, Experiment Station, in co-operation with the Wooster Station. The new variety is said to possess a decided advantage in its comparative lateness of maturity, differing otherwise in no important respect from ordinary varieties. All applicants to the Wooster Experiment Station receive free of charge 20 pounds of the seed, enough to seed two acres, in return for a report next year of the yield as compared with ordinary timothy.

\* \* \*

The elevator of the Willshire Grain Company, at Van Wert, Ohio, was completely destroyed by fire on March 29, with a loss in buildings, equipment and grain amounting to about \$40,000. The fire is believed to have originated from a locomotive spark. An unusual amount of grain, mostly oats, was on hand, on account of the difficulty experienced in getting cars.

\* \* \*

Fire of unknown origin gutted the elevator and warehouse of the Palmer Mill & Grain Company, of Celina, Ohio, on March 27, destroying more than 9,000 bushels of wheat, besides much other grain and machinery. The loss is estimated at \$50,000, with insurance of \$20,000.

\* \* \*

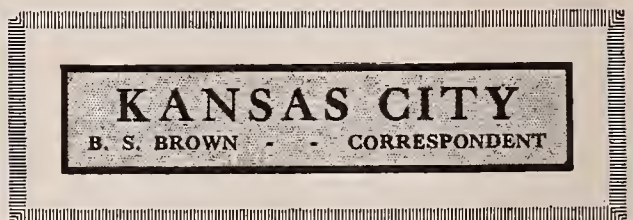
The McGill, Ohio, grain elevator was destroyed by fire thought to have originated in a spark from a passing train, much grain being lost, as well as the elevator equipment and building. The building was a mass of flames before the fire was discovered, and lack of fire-fighting facilities enabled the fire to burn itself out.

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The Sedalia (Ohio) Grain & Lumber Company has been incorporated with a capital stock of \$80,000, by Harry P. Thomas, Charles G. French and Charles S. Bethards. The company will conduct a general grain, feed and supply business.

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The Marwin Feed Company has been organized at Marion, Ohio, with a capital stock of \$30,000, by J. E. Oliphant, J. G. Seiter and others, to handle a grain and feed business.



THE prospect that Kansas will fall down in winter wheat this year rather overshadowed all other features, dramatic as they were. Week after week there had been hope that moisture would save the large areas threatened; but in March the deferred culmination came, and thousands of acres were plowed under, to lie fallow, or go into corn or other crops. And Kansas City commission men are wondering what kind of business they will be doing later this year—perhaps they will be handling wheat the other way, turning it from other districts into Kansas, if the other districts can spare any. The snow and rain of April 7 were expected to help some, on the fields not too far gone. Wheat stocks at Kansas City, April 1, were about 5,000,000 bushels, a decline of 2,000,000 for the month, and 1,000,000 under a year ago. Corn stocks were trivial. Oats 1,500,000 bushels.

\* \* \*

Rumors that E. J. Smiley would not again be a candidate for re-election as secretary of the Kansas Grain Dealers Association were denied by Mr. Smiley.

\* \* \*

Geo. B. Ross, head of the Kansas State Grain Inspection Department, has been reappointed to that position by Governor Capper. It was almost a foregone conclusion that he would be named. Mr. Ross has done wonders with the Department, raising it from a losing to a profit making project for the state. In consideration of his services, his salary has been raised from \$2000 to \$2500 a year. Incidentally, the salary of E. L. Betton, his assistant, has also been increased from \$1500 to \$2250 a year.



The Department has produced a surplus of \$86,000 and \$50,000 of this has been turned into the state treasury. The justice of such a transfer is argued from the fact that for many years the Department was a loss to the extent of about \$10,000 a year. Now that it is on its feet, inspection fees are to be reduced to somewhere near cost. Whenever the surplus reaches \$40,000, the inspection fees may be reduced to 45 cents a car. If the surplus decreases, the inspection fee may be increased to 65 cents a car. The present fee is 60 cents.

The Kansas City Hay Dealers Association was primed and ready to define existing proportionals before the special commissioner of the Interstate Commerce Commission who is going to hear the requests of the railroads for a suspension of the proportional rates on hay. Clifford Thorne had been retained as counsel by the Association and had mapped out a plan of campaign with the hay men's committee. The railroads withdrew their requests.

There was talk of assembling the Kansas City Grain Club in special session take action on the theft of the Cadillac owned by the club's president, Charles A. Dayton. Just when the politicians had agreed upon their committees and upon the appropriation for hiring their detectives, word came that the car had been recovered.

The Kansas City Hay Dealers Association was largely instrumental in the smothering of the State Hay Inspection Law which was passed by the Missouri House; the law stuck in the Senate and was in committee when the General Assembly adjourned.

Florian P. Clark, well known in Kansas City, died of tuberculosis at Dallas, Texas, recently. He was 41 years old. Mr. Clark established the Ware & Leland wire service at the Kansas City Board of Trade. He was succeeded in 1914 by Joseph B. Bracken. Mr. Clark then acted as chief telegraph operator in the office. He went to Texas for the benefit of his health. The funeral was held in Kansas City under the auspices of the Masonic order. Mr. Clark is survived by two small sons.

F. C. Hoose, Kansas City manager of the Norris Grain Company, spent a very interesting month in Cuba and the Southeastern part of the United States.

The Kansas City Board of Trade has exhibited patriotism in many ways, both in exuberance, in contributions to patriotic causes, and to the actual serious thinking which helps to prepare the industry for the contingencies of war and rumors of war. One of the pleasant little incidents that came to turn the thoughts of all in the direction of loyalty to the country, was the distribution of small American flags for coat lapels to each member of the Board of Trade by B. L. Hargis.

The membership of C. T. Neal was transferred recently to F. W. Langenberg of the Langenberg Brothers Grain Company, St. Louis, for a consideration of \$8,500, including the transfer fee of \$500.

Fire of March 26 destroyed the elevator of the Morrison Grain Company at Glasco, Kan. The loss included several thousand bushels of corn, three thousand bushels of wheat and two thousand of oats. The elevator was insured and will be rebuilt.

Geo. S. Carkener, president of the Kansas City Board of Trade, has been appointed a member of the committee of five in Kansas City which will assist the quartermasters' department of the army in plans and systems of securing their supplies in case of war.

Tentative plans are under way for the elimination of double inspection by the Kansas and Missouri Departments at Kansas City. At present, the law seems to require actual inspection by the departments on grain handling in the states and on grain going into elevators requiring warehouse re-

ceipts. The Departments are offering to find some way whereby the inspection certificates can be passed along. Inspectors predict rather freely that the ultimate solution is federal inspection.

E. L. Betton, assistant to Geo. B. Ross, head of the Kansas State Grain Inspection Department, is going to stick in Kansas City. He recently refused an offer to become chief grain inspector at Omaha, Neb. Mr. Betton has been a valuable aid to Mr. Ross in his building up of the Kansas Department and his decision to remain is an indication of the loyalty of the force and their earnestness in the work.

C. S. Conover is in charge of the new branch which B. C. Christopher & Co. have established at Wichita, Kansas.

Allan Cunningham has been elected to membership in the Kansas City Board of Trade, taking a



GEO. B. ROSS, KANSAS STATE GRAIN INSPECTOR

transfer from John R. Tomlin. Mr. Cunningham is with the Simonds-Shields Grain Company and succeeds R. B. Long as pit man for the company.

**DULUTH**  
S. J. SCHULTE - CORRESPONDENT

THE movement of bonded grain this way has continued to be one of the grain features here during the last few weeks. This has resulted from efforts of dealers in the Canadian West to get wheat and other grains to the elevators for treatment and storage before irreparable damage should be sustained through the coming of warm weather affecting the damp grain. Reports from Saskatoon, Sask., have been received here to the effect that thousands of bushels of wheat are rotting in open bins on the prairies in that territory on account of inability of the railroads to furnish cars to remove it.

Stocks of bonded wheat in Duluth elevators now aggregate 5,500,000 bushels. During the present crop year from August 1 last to date over 11,400,000 bushels of bonded grain have been received at the Duluth and Superior elevators as compared with 13,335,000 bushels up to the same period last year when the crop was a bumper one. Dealers are counting upon the receipt of about 1,500,000 bushels more bonded wheat here during the next 10 days, which will account for the tonnage now routed this way. Specialists in that trade say that no fresh routings have been made during the last few days, and with the near approach to the opening of lake navigation it is thought likely that the remaining

grain in farmers' hands up there will be handled by elevators at the Canadian Head of the lakes.

A proposal on the part of A. F. Teigen, chairman of the committee of the Minnesota State Legislature that is investigating grain exchanges, to introduce a bill to do away with the sampling of grain by private companies, has come in for strong protests from members of the Duluth Board of Trade. Were such a measure to become law it is pointed out that one of the most important factors towards promoting excellence of service in the marketing of the grain crops of the Northwest would be done away with. The inspection bureau was established by the Board of Trade here three years ago with P. H. Bevis, who after an experience of over 20 years at Chicago, had won recognition as an expert, as its manager. A large corps of experienced men is employed under his constant supervision.

Previous to the coming into existence of that bureau, it had been the practice for commission firms to employ track men to obtain samples from cars in the yards in order to have samples independent of the state inspection department. Later when sampling at outside points became the rule, it was found too expensive for each grain house to employ men at each sampling point, so the Duluth sampling bureau was brought into existence.

Charles F. McDonald, secretary of the Board of Trade, contends that if the Board's sampling bureau were done away with there would be no check upon the work of the State Inspection Department and the tendency would therefore be towards laxity on the part of the samplers. The present system employed at Duluth keeps them on their mettle for a resample and an appeal as provided for results in determining whose sample and judgment was the best.

A wide circle of friends on the Duluth Board of Trade are preparing to tender a warm reception to Adam G. Thompson upon his return from his wedding trip around the end of next month. He was married at the St. Regis Hotel, New York, on April 14 to Miss Clara Eloise McConnell of Helena, Mont. The father of the groom, A. D. Thompson, is one of the foremost figures in the Duluth grain trade.

That there will not be the usual rush of grain down the lakes at the opening of navigation this season, is the opinion of Julius H. Barnes, who paid a visit to Duluth from New York recently. His information is that the British Government proposes to ship out the Canadian and American grain bought by it gradually in accordance with consumptive needs in Great Britain. Vessel tonnage will be provided to move it out steadily and shipments from elevators at the Head of the Lakes will be based on storage and handling conditions at the seaboard. It is thus hoped that the congestion experienced during some other seasons will be avoided. From his wide connection with the export trade, Mr. Barnes is placed in position to obtain first-hand statistics, so his statement made when here that the Allies have reduced their import grain requirements by over 40 per cent as a result of the German submarine blockade, was accepted without reservation.

Further charterings of wheat cargoes from Duluth to Buffalo at the opening of navigation have been reported at 5½ cents a bushel during the last few days and with previous charterings, the early movement of a substantial tonnage has been arranged for. There is at present approximately 19,500,000 bushels of all grain in Duluth elevators of which 11,600,000 bushels is wheat. The tonnage of flaxseed is heavier than usual amounting to nearly 2,000,000 bushels. It will be shipped down to Eastern oil crushing plants shortly after the opening of navigation.

Handlers of coarse grains on the Duluth market have been "in clover" of late. With sharp advances in quotations of oats, and rye during the last few weeks, some substantial profits have been pulled down by specialists fortunate to have liberal ton-nages in store or under contract.

With oats quoted at 63½ and 66½ cents and rye



at \$1.73, record high figures have been set. Operators have been putting through a good trade both in the district and for Eastern shipment. Said R. M. White of the White Grain Company: "We have been selling large quantities of oats for delivery at various points over this territory, and we have been able to get some cars away to the East lately, showing that improvement is coming about gradually in the railroad situation."

\* \* \*

W. C. Mitchell, of Randall, Gee & Mitchell, expressed the opinion that the present year will prove a banner one in the grain trade. With the greatly increased acreage certain to be seeded over the Northwest this spring, he is sanguine that Duluth operators will find their hands full next fall.

\* \* \*

To ward off any possible attempts at bomb throwing on the part of German sympathizers, the visitors' gallery at the Duluth Board of Trade has been closed, so that during the continuance of the war strangers will be debarred from viewing proceedings on the trading floor from that point of vantage. While there is thought to be a very remote possibility of any overt act of that nature, it was deemed wise to take precautions.

## PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

CONSIDERABLE feeling was manifested here when it became known that the Belgian relief ship *Feistein*, with a cargo valued at \$354,194 had been sunk in the North Sea. A cablegram on April 5 received by the Belgian Relief Commission in this city, announced the misfortune. The *Feistein* was a Norwegian vessel, loaded down with food supplies and clothing to be distributed among the million and a half of orphans in Belgium.

\* \* \*

The latest members admitted to the Commercial Exchange include W. O. Fehling, George H. Fetzner, W. J. Watts, and Joseph C. Hutchinson, representing flour, feed and grain interests.

\* \* \*

Canadian grain for export is being received here of late in large quantities.

\* \* \*

The 15 per cent advance in freight rates proposed by the trunk line railroads reaching this terminal, while not favored in any way by the grain trade, yet the Chamber of Commerce, which has a membership of 1,500 business men, has been asked to aid in bringing about a satisfactory understanding.

\* \* \*

Robert Morris, a director of the Commercial Exchange and a member of its leading committees, has fitted up an office at 510 Bourse, where he will make a specialty of the grain, feed and malt buying and selling in the brokerage lines. For years he was one of the mainstays of the well known malt firms of Brooke & Pennock, and Pennock & Co.

\* \* \*

George F. Craig, prominently identified with the well known downtown grain, feed and hay firm of Penrose A. McClain & Co., with headquarters at the corner of Third and Tasker streets, has started in business for himself.

\* \* \*

Quite a number of the grain and feed brokers on 'Change have signed an agreement pledging themselves to abide by future brokerage charges as follows: Grain, \$1.50 per car, and feed, 5 cents per ton, these to be the regular commission rates for selling.

\* \* \*

Chief Grain Inspector Foering, a veteran of the Civil War and an officer in the Loyal Legion, created quite a furore during the great preparedness meeting in Independence Square by wearing a silk flag as the marchers were passing the grand stand

of the vintage of 1844 containing 26 stars with the motto across the folds, "America for Americans."

\* \* \*

John C. Wilson, a feed dealer located in the southern portion of the city, arriving here from Ireland when a boy of 14 years of age, has just passed his 64th birthday, and claims that there is not a solitary grain, feed, hay or flour dealer now living who was in business 50 years ago.

\* \* \*

The movement in Brazil and the Argentine in relation to an embargo on all wheat for foreign trade is regarded here among the leading grain men as a decided advantage to this port as well as to the farmers in general.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

PLANS to increase and conserve the food products of the United States in what is declared to be the greatest emergency the country has ever faced were completed by Secretary of Agriculture Huston and 62 agricultural experts from 32 states in a conference in St. Louis April 11. In a statement issued it was declared that upon the farmer rests, in a large measure, the final responsibility for winning the war in which the United States is engaged. On account of the world shortage of food, and the dependence not only of the American consumers, but much of the world at large upon this country, it was stated that it was scarcely possible the production of staples could be too great this year. Among the plans recommended were:

Increasing the acreage of spring wheat in Northern States, and the corn area east of the 100th meridian.

Production of a normal cotton crop by more intensive cultivation and increased fertilization instead of increased acreage, thus reserving large areas of Southern land for food and forage crops.

Planting oats, corn, sorghum or barley in districts where winter wheat has been killed.

Planting increased acreage of navy beans in the North and West, Mexican and tepary beans in the Southwest, and increasing the acreage of potatoes; also planting of sweet potatoes in the South.

Peanut acreage also should be increased, as peanuts are valuable for both food and forage crops.

It was also recommended that the Federal Department of Agriculture, co-operating with State departments of agriculture, take steps to mobilize enough farm labor to meet all harvest emergencies that may arise.

\* \* \*

High record prices for all grains since the Civil War with one exception were established on the St. Louis Merchants' Exchange April 9. On that day futures mounted in leaps and bounds, and although they lost all the advance and more too, at the close of the session, the cash market hung at the high level.

The exception mentioned was No. 1 red wheat, which reached the high mark of \$2.50 on April 10. One car was bought by the Schreiner Grain Company at that price. It was sold by the Schultz-Neimeier Grain Company.

\* \* \*

Fifty-two memberships on the St. Louis Merchants' Exchange have been redeemed by the Board of Directors at \$400, under the rule passed last January authorizing the purchase of 100 during the year. Secretary Eugene Smith says, however, that recently the redemptions have been lessening. Next year \$500 will be paid and the following year \$600. The membership now is 1100 members. At one time it was 3300.

\* \* \*

Mrs. Harry Langenberg and Mrs. Ray Carter, wives of prominent St. Louis grain men, with eight assistants in a campaign for the French War Relief fund, recently raised \$600 on the Merchants' Exchange in selling dollar tickets for chances on a pearl necklace valued at \$6,000. William T. Hill, taken to the door of the trading hall where the collection was being made, surprised and delighted the ladies by handing each one \$50 in cash. Mr. Hill is

credited with having made unusually large profits in the recent rise in the wheat market.

\* \* \*

The Missouri state crop report as of April 1 said that the condition of Missouri wheat cannot be definitely determined. Correspondents estimate present condition of wheat at 59.6, as compared with a 15-year average of 85.4, but many say that it is too early to report accurately. Just how much the abandoned acreage will be must be determined. Many fields have been put to oats or will go to corn or other crops. There is a probability that some fields in which the wheat has shown practically no life may, under favorable conditions come out in fair shape. For this reason we would strongly advise that farmers wait for further developments before turning under the wheat. Later, if the wheat proves too poor to let stand, the ground may be put to corn or other crops.

Stimulated by high prices of corn and driven by a shortage of supply, farmers are planning to plant every acre possible. In a number of southern counties some corn has been planted. Correspondents estimate that 47 per cent of the corn ground has been plowed as compared with 35 per cent one year ago. Sixty-two per cent of the reports show a scarcity of seed corn while 38 per cent indicate a sufficient supply. In a number of counties there is a surplus of good seed. From a few of the southern counties where crops were very poor last year there come reports that scarcity of feed for teams will result in reduced planting.

The Missouri oat crop was sown under the most favorable conditions and showers are starting it off in fine shape. It is estimated that 95 per cent of the crop is in the ground. April 1 seeding last year was 70 per cent. For 1915 it was 38 per cent, and the 14-year average is 49 per cent. Reports indicate an increased acreage in all sections except the Southeast.

\* \* \*

Merchants' Exchange members and others are drilling almost daily on the trading floor, under the instruction of Government army officers. President J. O. Ballard organized the first company, which started with 17 members. Now the number drilling is nearly 100. Those to answer the first call were: Harry Watson, Edward F. Daly, John O. Ballard, M. E. Toberman, Edward C. Andrews, Jr., W. T. Brooking, M. E. Parrott, George Harsh, Wilbur B. Christian, Peter Payne, H. B. McCormack, Will Klosterman, Edward Hunter, W. H. Toberman, R. P. Atwood, Walker McMillan, William C. Hilmer.

## ST. JOSEPH

ALLAN T. WEST - CORRESPONDENT

THE House Committee of the St. Joseph Grain Exchange auctioned off the choice of locations at the trading tables last Saturday to the highest bidders. The G. W. Carter Grain Company obtained first choice by bidding \$30. J. L. Frederick acted as auctioneer and realized about \$300 for the Exchange through his efforts.

\* \* \*

J. L. Frederick has returned from a two months vacation in Hot Springs, Ark.

Marshall Hall of St. Louis was a visitor here last week and expressed surprise over the growth of the St. Joseph Exchange.

\* \* \*

Among the recent visitors were W. S. Washer and David Lukens of Atchison, Kan., G. H. Hunt, Freight Claim Agent of the C. G. W., and Wm. Gray, General Freight Agent of the Burlington.

\* \* \*

T. J. Holdridge of the Larrabee Flour Mills was in St. Joseph recently inspecting the progress being made at the new 6,000-barrel mill now under construction. Some trouble was experienced in getting building materials for a while but that has been remedied and the contractors have gotten up to the



# THE AMERICAN ELEVATOR AND GRAIN TRADE

619

April 15, 1917

fourth floor of the mill building and have the forms set for the storage tanks.

\* \* \*

The father of S. M. Bird after a long illness, died last week. Mr. Bird had been spending most of the time lately in Kansas City at his father's bedside.

\* \* \*

H. H. Savage of the Marshall Hall Grain Company was in Des Moines last week and B. L. Fiedeler of the same firm left this week for a short visit in St. Louis.

\* \* \*

Harold Hutchison who has been handling the local markets for the *Gazette* and the *Stock Yards Journal*, left last week for Joplin, Mo., where he will be connected with one of the local papers.

\* \* \*

The local State Grain Inspector has installed some electric moisture testing machines to take care of the heavy receipts of corn at this market and is finding them to be a great improvement over the old gas machines which were formerly used.

\* \* \*

The Exchange was closed on April 3 and 6 on account of there being no markets in Chicago.

\* \* \*

Emmett Bowers of Langdon, Mo., and C. W. Good of Hamburg, Ia., were both visitors here last week and both men were optimistic in regard to the damage done to the crops.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of March, 1917:

**BALTIMORE**—Reported by James B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	1,876,027	4,266,940	1,464,590
Corn, bus....	3,492,099	2,777,301	3,103,477
Oats, bus....	902,525	3,693,272	688,043
Barley, bus..	150,042	962,239	28,778
Rye, bus....	668,182	896,383	347,537
Hay, tons....	3,585	6,376	1,325
Flour, bbls...	247,692	245,201	227,898

**CHICAGO**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	3,460,000	9,790,000	3,049,000
Corn, bus....	7,975,000	8,212,000	4,844,000
Oats, bus....	10,692,000	8,587,000	7,928,000
Barley, bus..	1,959,000	3,219,000	671,000
Rye, bus....	453,000	373,000	335,000
Timothy seed, lbs.	6,279,000	2,167,000	7,775,000
Clover seed, lbs.	833,000	1,123,000	2,086,000
Other grass seed, lbs.	2,965,000	1,723,000	1,759,000
Flax s'd, bus.	26,000	54,000	4,000
Broom corn, lbs.	825,000	775,000	784,000
Hay, tons....	7,026	28,044	2,264
Flour, bbls...	1,386,000	1,027,000	1,264,000

**CINCINNATI**—Reported by W. C. Culkins, executive secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	186,551	417,629	138,285
Corn, bus....	883,007	876,460	614,972
Oats, bus....	515,001	850,371	445,199
Barley, bus..	37,209	99,308	36,065
Rye, bus....	17,204	43,932	17,877
Timothy seed, lbs.	1,304	3,889	3,987
Clover seed, lbs.	4,404	4,997	7,314
Other grass seed, lbs.	13,567	7,032	15,674
Flax s'd, bus.	37	12	25
Broom corn, lbs.	192,150	124,798	49,694
Hay, tons....	23,316	16,042	19,357
Flour, bbls...	150,322	309,895	114,384

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	38,405	40,307	47,306
Corn, bus....	336,772	636,303	285,321
Oats, bus....	430,061	292,276	185,940
Barley, bus..	2,583	8,221	1,175
Rye, bus....	5,991	12,917	2,469
Hay, tons....	5,397	5,822	882
Flour, bbls...	66,651	105,617	36,744

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	132,000	195,000	38,000
Corn, bus....	526,000	284,000	228,000
Oats, bus....	262,000	219,000	57,000
Rye, bus....	10,000	36,000	8,000
Flour, bbls...	32,000	23,000	40,000

**DULUTH**—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	2,800,536	6,195,800	294,223
Corn, bus....	10,150	.....	1,500
Oats, bus....	1,374,087	1,418,695	61,805
Barley, bus..	225,481	302,147	19,128
Rye, bus....	21,505	37,756	2,910
Flax s'd, bus.	327,924	76,974	14,465

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	1,457,127	2,604,260	.....
Corn, bus....	257,142	.....	.....
Oats, bus....	929,350	.....	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	2,857,000	3,172,500	4,642,650
Corn, bus....	1,370,000	3,298,750	871,250
Oats, bus....	513,400	258,400	1,564,500
Barley, bus..	70,500	315,000	119,600
Rye, bus....	23,100	35,200	81,400
Kaffir, bus..	71,500	865,700	80,000
Brah, tons...	2,060	2,320	14,940
Hay, tons...	30,996	30,216	15,996
Flour, bbls...	37,000	40,750	247,250

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	941,250	1,607,500	614,288
Corn, bus....	1,098,800	1,231,905	751,388
Oats, bus....	2,457,580	1,951,940	2,419,981
Barley, bus..	1,178,850	1,726,840	384,511
Rye, bus....	142,200	171,100	180,135
Timothy seed, lbs.	882,500	210,000	1,000,127
Clover seed, lbs.	904,598	341,707	153,220
Flax s'd, bus.	14,520	17,930	.....
Hay, tons...	1,297	4,000	432
Flour, bbls...	49,440	77,520	47,138

**MINNEAPOLIS**—Reported by E. P. Kehoe, statistician of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	10,448,730	12,428,340	2,867,700
Corn, bus....	1,536,420	647,470	1,462,860
Oats, bus....	2,371,160	3,369,430	2,943,800
Barley, bus..	1,405,140	3,534,720	1,304,970
Rye, bus....	407,590	350,020	251,320
Flax s'd, bus.	441,220	810,160	103,110
Hay, tons...	3,615	4,570	208
Flour, bbls...	89,514	113,673	1,581,686

**NEW ORLEANS**—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	.....	2,318,429	2,160,972
Corn, bus....	.....	1,608,946	535,591
Oats, bus....	.....	82,450	29,350
Barley, bus..	.....	4,500	3,500

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	8,438,000	4,921,095	.....
Corn, bus....	3,664,600	1,542,034	.....
Oats, bus....	3,090,000	1,108,082	.....
Barley, bus..	883,700	20,355	.....
Rye, bus....	71,250	.....	.....
Clover seed, bags	2,593	1,252	.....
Other Grass Seed, bags	.....	300	.....
Flax s'd, bus.	531,300	.....	.....
Hay, tons...	16,557	900 bales	.....
Flour, bbls...	746,000	472,218	.....

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	1,321,200	1,585,200	1,353,600
Corn, bus....	2,305,800	2,802,000	1,803,200
Oats, bus....	1,710,000	676,600	1,544,000
Barley, bus..	96,600	36,400	41,800
Rye, bus....	37,400	47,300	71,000

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	2,724,811	3,806,501	2,116,584
Corn, bus....	626,827	613,226	265,540
Oats, bus....	952,800	478,767	476,253
Barley, bus..	.....	211,781	.....
Rye, bus....	46,503	44,074	45,001
Timothy seed, bags	295	.....	.....
Flax s'd, bus.	95,560	31,666	.....
Hay, tons...	5,796	8,378	.....
Flour, bbls...	175,398	234,879	192,915

\*Not available.

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce (all export grain):

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	1,669,698	3,681,499	1,065,967
Corn, bus....	131,391	11,625	186,778
Oats, bus....	32,865	257,138	80,062
Barley, bus..	209,213	167,621	276,281
Rye, bus....	181,265	8,624	172,000
Buckwheat	.....	23,253	.....

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	2,924,733	2,589,466	2,435,030
Corn, bus....	2,273,370	1,819,910	1,495,620
Oats, bus....	2,420,800	936,700	2,020,530
Barley, bus..	28,800	72,000	2,180
Rye, bus....	23,100	83,700	20,220
Hay, tons...	13,804	16,875	9,790
Flour, bbls...	396,870	454,075	501,830

**SAN FRANCISCO**—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, ctls..	95,255	.....	.....
Corn, bus....	23,035	.....	.....
Oats, bus....	42,777	.....	.....
Barley, bus..	122,145	.....	.....
Rye, bus....	2,060	.....	.....
Hay, tons...	8,699	.....	.....
Flour, bbls...	144,932	.....	.....

**TOLEDO**—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus..	168,000	356,000	112,400
Corn, bus....	313,800	495,600	113,100
Oats, bus....	335,200	171,200	135,000
Barley, bus..	3,600	1,000	.....
Rye, bus....	3,000	5,000	3,300
Timothy Seed, bags	10,589	3,621	6,140
Clover seed, bags	6,017	8,539	12,470
Alsike seed, bags	715	628	2,164



Fred W. Ahlbrecht of Van Hook, N. D., has gone into bankruptcy. He conducted a grain and coal business there and operated a grain elevator.

A petition of bankruptcy has been filed for the Kelliher Hay & Feed Company of Kelliher, Minn., with assets at \$3,547.44 and liabilities at \$8,372.63.

The Reservation Farmers' Elevator Company of Ravalli and Dixon, Mont., has filed a petition of involuntary bankruptcy. The liabilities of the concern are \$15,000.

A. G. West and C. W. Kinney are defendants in suit brought by the Ryegate Elevator Company of Ryegate, Mont., for failure to deliver 2,000 bushels wheat in accordance with contract.

A. B. Crouch and his secretary have been indicted on the charge of issuing forged bills of lading amounting to \$200,000. Crouch was president of the Crouch Grain Company of Temple, Texas.

Suit has been filed by the National Elevator Company of Paris, Ill., against the Young America Township, claiming that the township has unjustly raised its assessment from \$19,000 to \$45,000.

A petition of bankruptcy has been filed by Octave A. Bruso of Buffalo, N. Y. He has for many years been connected with the Buffalo Board of Trade. Liabilities are listed at \$55,537.20; assets, \$8,055.

States Attorney Johns of Mercer County, N. D., has been ordered by Judge J. M. Hanley to institute proceedings against 20 former elevator managers of Mercer County on charges of violating the state anti-trust and anti-combination laws.

Percy Gordon Ryder was arrested recently on charge of having defrauded his employers, the Ogilvie Flour Mills Company. He was in charge of the grain elevator of the concern at Batrum, Sask., and a few weeks ago disappeared. Upon investigation it was found that he was short to the extent of 700 or 800 bushels wheat.

The claim of J. F. Doan against Sparks, Viemont & Walker of Mackinaw, Ill., has been brought up before the Industrial Board in Peoria. He alleges that when employed in the elevator of the defendant in Lilly he was caught in engine and suffered an injured hand and broken arm. He seeks damages.

Damages amounting to \$310 and interest at 8 per cent is asked by the H. Earl Clack Company of Havre, Mont., in its suit against E. K. Johnson. The defendant, it is alleged, contracted to deliver to the elevator of the plaintiff at Big Sandy 1,000 bushels of No. 2 hard wheat at \$1.05 a bushel on or before September 30, 1916, but failed to comply with agreement.

Suit has been filed against Paul J. Campbell by Sarah A. Mefford, Meredith L. Owens, Mrs. Erla Lea Owens and the Farmers' Elevator Company of Ridge Farm, Ill., demanding \$2,000 damages. Plaintiffs allege that the defendant contracted to sell grain to them and was advanced money on same, and that defendant failed to either supply grain or repay the cash advanced him.

Suit has been brought against Smith-Hippen & Co., of Pekin, Ill., by Edward Haas of Manito in the Circuit Court of Mason County. The grain firm in making settlement with Haas for grain, deducted \$123 which they claim had been guaranteed by Mr. Haas for a tenant. Mr. Haas brought suit for that amount, but lost his case. He then appealed.

Bert S. Griffin was made defendant in a suit filed by the F. E. Leighton Company of Durand, Mich., which operates an elevator there. The suit is result of action of the sheriff in seizing property of the company on a writ of attachment filed by the Grand Trunk Railway. The plaintiff claims that the sheriff's action in serving the writ of attachment is illegal. The railroad alleges that it was forced to pay a Chicago commission firm for a carload of grain shipped to the Durand firm.



# ASSOCIATIONS

## CONVENTION CALENDAR

April 17-18—Western Grain Dealers Association, Des Moines, Iowa.  
May 11-12—Illinois Grain Dealers Association, Springfield, Ill.  
May 29-30-31—Kansas Grain Dealers Association, Kansas City, Mo.  
July 24-25-26—National Hay Association, Hotel Sherman, Chicago, Ill.  
September 24-25-26—Grain Dealers National Association, Buffalo, N. Y.

## ILLINOIS MEETING PLANS

Springfield, May 11 and 12. That announcement should mean to every grain dealer in Illinois, a summons, a command to pack his grip and participate in what will undoubtedly be a history-making convention for the Illinois Grain Dealers' Association.

It will be a war time meeting. On the grain dealers of the country have devolved responsibilities of the gravest moment. During the coming year they will be called upon to meet conditions absolutely new in American history. Just what those conditions will be no man can say, but they can only be met successfully by taking counsel together now, and through the interchange of sober thought and judgment preparing for what eventualities may arise.

But aside from the war measures that must be faced, there are immediate problems of the greatest importance to every dealer: Car shortage, reciprocal demurrage, the rate advance, right of way leases, the new wheat grades, and many others. These questions affect your business every working day, and for just and proper settlement will need the united stand of the Association and the experience and advice of every shipper.

The tentative program is as follows:

### FRIDAY MORNING, MAY 11—9:00 O'CLOCK

Call to Order by the President.  
Invocation.  
Address of Welcome for Springfield, by His Honor, The Mayor.  
Address of Welcome for the State Administration—By Governor Frank O. Lowden.  
Response for the Association.  
Reading of the Minutes of the 23rd Annual Meeting at Decatur.  
Secretary's Annual Report—E. B. Hitchcock, Decatur.  
Treasurer's Annual Report—William Murray, Champaign.  
Report of the Finance Committee—Harry Allen, Broadlands, Chairman.  
Address—"Administration of the U. S. Grain Standards Act"—Hon. Charles J. Brand, chief of the Office of Markets, U. S. Department of Agriculture, Washington, D. C.  
Preliminary Report of the Resolutions Committee on recommendations by the Board of Directors.  
Appointment of Convention Committees.

### FRIDAY AFTERNOON, MAY 11—1:30 O'CLOCK

President's Annual Address—Victor Dewein, Warrensburg.  
Address—"America and Her Future"—Hon. Harry A. Wheeler, vice-president Union Trust Company, Chicago, and former president of the Chamber of Commerce of the U. S. A.  
Reports of Standing Committees by the chairman of each:  
Executive Committee—E. M. Wayne, Delavan.  
Arbitration Committee—H. A. Hillmer, Freeport.  
Claims Committee—F. S. Larison, El Paso.  
Scales Committee—Geo. W. Walker, Gibson City.  
Legislative Committee—Lee G. Metcalf, Illinois.  
Address—"Uncle Sam and Some of His Children"—Hon. Robert I. Hunt, assistant treasurer of the United States, in charge of the U. S. Subtreasury at Chicago.

### SATURDAY MORNING, MAY 12—9:00 O'CLOCK

Address—"The Work at Large"—Chas. Quinn, secretary Grain Dealers' National Association, Toledo, Ohio.  
Uniform Trade Rules Session—V. E. Butler, Indianapolis, presiding.  
(Opportunity given for discussion of printed recommendations of the National's Advisory Committee, by country shippers and terminal market representatives.)  
Report of the Resolutions Committee—W. H. Holmes, Lincoln, chairman.  
Report of the Nominating Committee.  
Election of officers.  
New business.  
(The effort will be to adjourn the convention by noon Saturday.)

Rarely indeed has a grain association had such an array of talented speakers on its program. Every address will be made by a man with a message and every message will ring vibrant and true. Some of the dealers have been fortunate enough to hear Governor Lowden. Those that have will not want to miss the opportunity of hearing him again. Did you ever hear Harry A. Wheeler of Chicago? No business man in the country carries more authority in his utterances than he. A strong, forceful speaker, with a personality that every one can feel, his address alone would be worth far more than the time and expense of attending the meeting.

Then there is Charles J. Brand, Robert I. Hunt,

Charles Quinn, each one with a vital message for you.

But that isn't all.

Springfield and the local committees have something worth while for your instruction and entertainment. Of course Springfield will be dry. It was wet when the Directors picked it out, but the voters put one over on them. But Springfield's hospitality does not depend on booze. Far from it. Here are some of the entertainment features:

Friday morning, May 11, there will be an auto sightseeing trip for the ladies, visiting Lincoln's monument and home, and the different parks and other places of interest in the capital.

Friday evening at 7 p. m. there will be a buffet luncheon and entertainment in the banquet hall of the Leland Hotel, for the men. Beginning at 8 o'clock, there will be a luncheon and entertainment for the ladies in the main dining room of the Leland. All cannot be accommodated at the same place so the entertainment feature will be divided.

Saturday afternoon at 3 o'clock, there will be an auto ride for men and women, visiting all points of interest and ending at the Governor's Mansion, where Governor and Mrs. Lowden and other state officials and their wives will receive the convention guests.

There will be continuous auto service for the guests throughout the convention.

The Leland Hotel will be the headquarters of the convention and it has made elaborate plans for your comfort and entertainment. There is going to be a crowd at Springfield. Everything points to the largest convention the Association has ever held, so if you are wise you will engage reservations at once. Springfield has plenty of accommodations, but everyone can't get into the Leland and the first applicants will have the choicest rooms. Go to it.

This convention will be your responsibility and your opportunity and we sincerely believe it will be the biggest thing in every way that the Association has ever pulled off.

\* \* \*

The Board of Directors of the Illinois Grain Dealers' Association met at Springfield on Thursday, March 29, and among other business transacted was the change of the date of the annual meeting. The twenty-fourth annual convention of the Association will be held at Springfield, Ill., on Friday and Saturday, May 11 and 12, instead of Tuesday and Wednesday, May 8 and 9. Arrangements at Springfield necessitated this action by the directors.

Three changes in the constitution were recommended by the Board for a favorable report by the Resolutions Committee to the convention for its action: Increasing the membership of the board to 10 instead of seven, and adding the treasurer as an ex-officio member, making, with the president and vice-president, 13 votes on the board; increasing the annual dues from \$10 to \$12 per year; and adding as a new standing committee a Membership Committee, with a general chairman and a member in each of the 10 districts in the state.

A resolution pledging the loyal support of the membership of the Association to President Wilson in the national crisis was adopted.

The secretary was ordered to protest against the present rules of the American Railways Association on return and interchange of cars, because the plan now in force reduces efficiency and facilities instead of relieving the situation. A protest was also formed against the 15 per cent horizontal increases proposed by East and West roads going into effect before July 1, because an earlier date would penalize dealers who have been unable to move their grain. A protest was also adopted against the State Utilities Commission order making corn preferential freight until May 1, and proposing as a substitute that all grain should be made preferential.

Plans for the convention at Springfield were discussed in detail. The directors plan to make this the best state grain convention ever held, and Springfield will co-operate.

## WESTERN GRAIN DEALERS PREPARE FOR BIG MEETING

The date of the annual convention of the Western Grain Dealers' Association at Des Moines has been changed to April 17 and 18, instead of April 13 and 14 as previously announced.

The program contains many features of interest in addition to the important matters of more routine interest affecting the business of the members. Beside the reports of the officers and various committees, Charles J. Brand will be present to discuss the wheat grades; C. D. Sturtevant and V. E. Butler will talk on "Uniformity of Terminal Market Rules," and Mr. Butler will present the Uniform Rules

recommended by the Advisory Committee of the Grain Dealers' National Association. E. C. Eikenberry, president of the National Association, is on the program, as is also John T. Fletcher, vice-president of the Fort Dearborn National Bank of Chicago.

Special subjects which will be presented for discussion are: (1) Railroad Regulations Specifying "Adequate Weighing Facilities" under the Pomerene Bill of Lading Law. (2) Grain Purchase Contracts. (3) Advancing Money on Contracts. (4) Causes of Shortages on Grain Shipments. (5) Increased Commission Charges at Terminal Markets. (6) Car Shortage. (7) Installation of Shipping Scales. (8) Causes of Variations in Moisture Test of Corn. (9) What is a Bucket Shop? (10) Installation Cost and Advantage of Electric Power over Gasoline Engine. (11) Is Feed Grinding a Profitable Side Line? (12) The Landlord's Lien Law. (13) Collection of Railroad Claims. (14) Demurrage Rules.

The convention headquarters will be at the Savery Hotel.

## INDIANA ITEMS

Indiana grain dealers and millers contributed \$480 to the New Albany Cyclone Relief Fund. The fund was collected and forwarded by Charles B. Riley, who is secretary of both grain and milling associations.

\* \* \*

Indiana Grain Dealers have had an active part in the effort to increase the grain crops of the state. The following bulletin shows in part how extensive this work is:

The drive to increase food production and conservation is now on. Many fail to realize the great necessity for it; others do and all should get into it immediately so as to avoid the dire consequence of food shortage next winter which will come if we do not do our best to produce the maximum amount.

The Governor has taken the initiative in this movement, not because he desired to lead, but because the necessity for activity has been realized by him and his advisers. Prof. Geo. I. Christie has been made the Director and has charge of the activities of the campaign. The committee appointed by the Governor will hold regular meetings at the Rooms of the Lieutenant-Governor in the Capitol Building and every possible phase of the subject will receive careful and immediate attention.

The first thing is the preparation and planting of the crops and as the season is well advanced, we urge our people to give this immediate attention. This letter goes to grain dealers and millers of the state at the instance of the Governor's Committee, and Director Christie for the express purpose of urging you to at once begin service by the following methods:

1st. Get word to all the farmers of your community that you will assist them in testing their seed as we want nothing but practically 100 per cent germination corn planted. The same labor will care for a full stand of corn as a 75 per cent stand. Now, will you do this?

2nd. Get a line on, or control of the best early maturing varieties of seed corn and get the farmers to exchange commercial varieties for it or buy it and sell to them so we will be sure a summer's work will not be lost on tending corn that will fail to produce a full crop. Sell or exchange with the farmers so it will not cost them extra. This is your patriotic duty besides which you will have a chance to handle good corn as the result of such planting, hence it is to your personal advantage to do this.

3rd. Get busy in every way possible to advance the whole movement. The public must do its duty or suffer serious consequences. You as a representative of the "live and patriotic ones" in your part of the State, must make a display of your real patriotism. Call up your farmers and tell them what you can do, also get your local papers to take it up. Will you do it? This is the request not only of this Association, but the Food Commission appointed by the Governor. Show the spirit that was displayed from '61 to '65, and you and your family and friends will be proud of your efforts. The man that feeds the soldier is entitled to as much credit and is as much a patriot as the soldier that carries the gun.

## IMPORTANT CHANGE IN DEMURRAGE CHARGE

The Interstate Commerce Commission in a recent decision has granted permission to the railroads to publish, effective May 1, 1917, on five days' notice, demurrage rates on the following basis: After the expiration of free time, \$2 per car for each of the first five days; \$5 per car for the sixth and each day following. The principle of the average agreement is, however, unchanged: Namely, that five days' demurrage (amounting to \$10) on any one car may be canceled by the application of credits of \$2 each on five cars released within the first 24 hours of free time. The present track storage charges will remain in effect, except that the demurrage and track storage charges combined shall not exceed \$3 for each of the first three days after the expiration of free time, \$4 for the fourth or fifth day, and \$5 for the sixth and each succeeding day. New regulations are to be in force for one year unless changed, cancelled or extended sooner than that. The new demurrage charges, it is understood, will not apply to cars placed on inspection track or for unloading prior to May 1, 1917. The Illinois State Public Utilities Commission has not yet announced whether it will authorize these new demurrage charges on Illinois intrastate shipment.

The Interstate Commerce Commission in a recent decision decreed that the proposed increase in export grain rates at Atlantic ports will not be suspended.





## WESTERN

A new grain warehouse is to be built at Stites, Idaho.

A new 30,000-bushel elevator and coal sheds are to be built at Terry, Mont.

A new 10,000-bushel elevator has been built at Ft. Collins, Colo., by W. A. Hackett.

A large warehouse is to be built at Star, Idaho, for the Farmers' Union at that place.

A modern and up-to-date elevator is to be constructed at Yantic, mail Chinook, Mont.

A new elevator will be built at Agawam, Mont., for the Gallatin Valley Milling Company.

The Orofino-Rochdale Company of Orofino, Idaho, will build a new grain elevator there, it is stated.

A new grain elevator may be built at Eagle, Idaho, for the Ada County Farmers' Union No. 1.

Plans have been completed for the erection of a farmers' co-operative elevator at Musselshell, Mont.

Probably a new grain elevator of 50,000 bushels' capacity will be built at Culver, Ore., in the near future.

A 35,000-bushel elevator is to be constructed at Wendell, Idaho, for the Jerome Milling & Elevator Company.

The Kendrick-Rochdale Company will construct an 80,000-bushel elevator plant this season at Lewiston, Idaho.

A new elevator is to be built at Rapelje, Mont., for the Farmers' Educational & Co-operative Union of Busted, Mont.

The capital stock of the Farmers' Grain & Trading Company at Westby Sta., Mont., has been increased to \$50,000.

The Vollmer-Clearwater Company of Lewiston, Idaho, will build a 150,000-bushel elevator there this season, it is reported.

The Farmers' Elevator Company which was organized recently at Gage, Mont., has purchased the elevator at that place.

A large elevator and warehouse of steel-clad construction has been built at Roggen, Colo., for the Roggen Equity Exchange.

Capitalized with stock amounting to \$10,000, the Eagle Grain & Mercantile Company was organized at Grand Junction, Colo.

The Farmers' Co-operative Company of Sedgwick, Colo., was organized recently for the purpose of building an elevator there.

The Torrance Milling Company of Torrance, a suburb of Los Angeles, Cal., will build a new grain and bean warehouse there.

The Bratton-Montgomery Elevator, located at Ravalli, Mont., is to be sold to satisfy the claims of a bank, amounting to \$6,000.

The Farmers' Union Association of Hardin, Mont., has let the contract for the erection of a modern grain elevator at that place.

The Weston Warehouse Company of Weston, Ore., may increase the storage capacity of its flat houses from 50,000 to 80,000 bushels.

A new equity society has been formed at Shawmut, Mont., recently. The company will consider plans for erection of a grain elevator.

The elevator of the Farmers' Union at Pendleton, Ore., has been completed. The plant cost \$35,000 and has a capacity of 100,000 bushels.

A 60-foot addition is to be built to the grain warehouse of the Pacific Coast Elevator Company at Shawnee Sta. (Albion p. o.), Wash.

Concrete grain tanks of from 100,000 to 125,000 bushels' capacity are to be built for the Hamilton Cereal & Flour Mill Company, situated at Hamilton, Mont.

The interests of J. C. Kinney, Fred Zopff, H. B. Hanson and George Fox in the Northside Elevator at Wibaux, Mont., have been purchased by David Baird.

Incorporation papers have been filed for the Standard Elevator Company of Spokane, Wash. Capital stock amounts to \$15,000. T. J. Smith and E. H. Carley are interested in the new organization.

The Weiser Milling & Elevator Company's new mill and elevator at Weiser, Idaho, is being rushed to completion by the construction company, the

Burrell Engineering & Construction Company. The company expects to have the plant in working condition in about four months.

Improvements are to be made on the Farmers' Milling & Elevator Company's establishment at Longmont, Colo. The cost of the repairs will amount to \$50,000.

The Julesburg Co-operative Grain Company of Julesburg, Colo., has let the contract for the erection of a 25,000-bushel elevator of steel clad construction.

The Hayden Co-operative Company of Hayden, Colo., has been organized at that place to build and conduct a grain elevator. Capital stock of the company is \$25,000.

Reports state that farmers' elevators are to be built in Squaw Canyon (no p. o.), St. John, Drummond (no p. o.), and Thornton, Whitman County, Wash., this spring.

The grain and commission firm of Harden & McNeal, of Maxwell, Cal., has been dissolved by mutual consent. George L. Harden will conduct the business in the future.

The Lewis County Rochdale Company, Ltd., of Iola, Idaho, has made arrangements for the erection of a new 50,000-bushel elevator at Dublin Station (Winchester p. o.), Idaho.

The elevator of the Gribben Grain Company at Three Forks, Mont., has been purchased by the Hagen-Berg Company of Minneapolis, Minn. Possession is to be given on July 1.

An addition of 40,000 bushels' capacity is to be built to the plant of the Farmers' Equity Elevator Company of Windham, Mont. A new warehouse with floor space 40x60 feet, is also to be provided for.

The Kendrick Warehouse & Milling Company of Kendrick, Idaho, has completed arrangements for the erection of a new elevator there. The plant will have a capacity of between 50,000 and 75,000 bushels.

The capacity of the plant of the Farmers' Elevator Company at Condon, Ore., is to be increased from 50,000 to 150,000 bushels. Work on the construction of additional bins is to be started immediately.

The Farmers' Union has made arrangements to build an elevator with a capacity of 50,000 bushels at Moscow, Idaho. The plant will be equipped with modern machinery and will cost from \$12,000 to \$15,000.

A farmers' elevator company was organized at Lake Basin, Mont. The concern will erect a 40,000-bushel elevator with a flour and feed annex. Thos. Harrison is president; J. Wilson, vice-president; Theo. Loutz, secretary-treasurer.

The Ewan Elevator Company of Ewan, Wash., has increased its capital stock from \$10,000 to \$25,000. The company formerly operated as the Rock Lake Elevator Company. The concern will erect an additional elevator for handling loose grain.

Four bins with capacity for 500,000 bushels of bulk grain are to be built in the near future for the Port of Astoria Commission of Astoria, Ore. The system under consideration by the Commission will give Astoria handling facilities for 1,200,000 bushels.

New grain elevators are to be built in the near future at Weston and Downing, no p. o., Ore., the contracts being awarded to the Burrell Engineering & Construction Company. The buildings will be of cribbed construction on concrete foundations.

Several farmers have formed an organization for the purpose of building and conducting a co-operative elevator at Pleasant View, 12 miles west of Starbuck, Wash. The building will be of concrete construction and will be equipped with cleaning and grading machinery. Capacity of plant will be 130,000 bushels.

A storage annex is to be built by the Port Commission of Seattle, Wash., which will increase the capacity of the public grain elevator from 500,000 to 1,000,000 bushels. The Commission hopes to have the annex ready for operation by next fall. The plant will consist of 30 storage bins and will be equipped with up-to-date machinery.

A farmers' co-operative elevator company has been formed at Joel, near Moscow, Idaho, for the purpose of building and conducting a co-operative elevator of about 50,000 bushels' capacity. John S. Thompson, W. E. Heard, Theodore Coster, John Randall,

Jr., Fred Struble and William T. Cameron are directors of the concern. The capital stock of the concern is \$35,000.

The Wasco County Union Elevator Company of Dufur, Ore., was organized at that place recently, capitalized with \$20,000 stock. The company will erect, it is reported, an elevator of not less than 125,000 bushels' capacity. The officers of the company are: President, F. B. Ingels; vice-president, C. H. Stoughton; secretary, Clifford Chase; treasurer, Owen Jones.

The Colorado Milling & Elevator Company was organized at Salt Lake City, Utah. J. K. Mullen of Denver, Colo., is at the head of the new company. The Colorado Milling & Elevator Company will control the interests of the W. O. Kay Elevator Company, The Husler Milling & Elevator Company and numerous other elevator and milling interests in northern Utah and Colorado. The new concern has a capital stock of \$2,500,000.

## ILLINOIS

The Bement Grain Company, of Bement, Ill., has announced a change of object:

A farmers' elevator company is to be organized at Palmyra, Ill., in the near future.

The Murphy Grain Company was organized at Springfield, Ill., by G. J. Bronaugh.

A reinforced concrete elevator is to be built for the Minier Grain Company at Minier, Ill.

The elevator of the Farmers' Elevator Company at Illiopolis, Ill., is to be repaired and improved.

A. F. Labhardt Estate's elevator at Greenville, Ill., has been sold by the estate to Karl Johnston.

The capital stock of the Rantoul Grain Company of Rantoul, Ill., has been increased from \$10,000 to \$25,000.

The Farmers' Co-operative Company of Colfax, Ill., has recommenced construction work on its new elevator.

The elevator of L. C. Russell at Allentown, Ill., has been disposed of to Walker & Elliff of Mackinaw.

Peter Dally has sold his grain elevator and coal yards in Canton, Ill., to Leonard Fisher and Stewart Warfield.

The charter of the Joliet Grain Company of Joliet, Ill., has been amended, increasing stock from \$15,000 to \$30,000.

Reports state that a farmers' elevator will be built at Tucker (r. f. d. Bourbonnais), Ill., to be known as "Manteno No. 2."

A 100,000-bushel elevator is to be erected for the American Milling Company on the site of the old Iowa Elevator at Peoria, Ill.

The contract for a new 10,000-bushel grain elevator at Sinclair, Ill., has been let by V. C. Elmore to the Burrell Engineering & Construction Company.

The elevator at State Road (p. o. Mayview) has been purchased by Tony Barton from F. E. Sadorus of Mayview, Ill. Possession was given on April 10.

The Golden Grain Milling Company of East St. Louis, Ill., is building a new elevator and warehouse to replace that one which was burned several months ago.

Farmers are organizing a grain elevator company at Griswold, mail Caseyville, Ill. In all probability they will purchase the elevator of the Rogers Grain Company.

The Cutmer Grain Company of Milford, Ill., has been organized. The capital stock of the corporation is \$10,000. F. C. Sumner, J. A. Murielt and C. E. Sinn are interested.

Work is progressing on the new plant of the Farmers' Grain Company at Campus, Livingston County, Ill. The new structure will replace the plant which burned.

A. W. Martin, J. W. Gregory and W. N. Daniel have organized the People's Grain & Lumber Company of Watseka, Ill. The capital stock of the corporation amounts to \$40,000.

A site of ground has been purchased at Princeton, Ill., by the Farmers' Elevator Company. A new elevator of concrete construction with capacity of 40,000 bushels is to be constructed.

Incorporation papers have been filed for the People's Grain Company to operate at Tabor, Ill. The



company, which was organized by Earl L. Mountjoy, Andrew V. Robins and S. O. McCullough, is capitalized with stock of \$8,000.

The Crumbaugh Elevator, located at LeRoy, Ill., has been purchased by J. A. Harrison, of the Harrison-Ward Company, from W. A. Walters. The company now owns elevators at Clinton, Wapella, Parnell, Birkbeck, and Heyworth.

The Farmers' Grain Company of Gibson City, Ill., was formed not long ago, capitalized with stock of \$11,000. The organizers are: Harry S. Hirley, D. K. Roth, Herbert Green, S. A. D. Helmich, C. J. Fuller, Fred Johnson and C. R. Goodrich.

The Central Mill & Elevator Company of Bloomington, Ill., has made plans for the erection of a 150,000-bushel elevator, equipped with modern facilities for loading and unloading cars, cleaning, clipping, drying, grinding, and sacking. The MacDonald Engineering & Construction Company has been awarded the contract for the new plant.

## THE DAKOTAS

The Farmers' Equity Union of Faith, S. D., will build an elevator there.

A farmers' co-operative elevator organization has been formed at Walhalla, N. D.

Attempts have been made to organize a farmers' elevator company at Highmore, S. D.

The Farmers' Elevator Company of Alsen, N. D., contemplates building a grain elevator.

A new elevator is being erected at Enderlin, N. D., by the Farmers' Grain Elevator Company.

The Farmers' Equity Union has been organized at Dupree, S. D. The concern will build an elevator.

John C. Mueller is interested in the establishment of a 10,000-bushel elevator at Freeman, S. D.

A new machine shed, 30x80 feet, is to be built for the Farmers' Union Elevator Company of Belfield, N. D.

The Farmers' Elevator Company of Wessington, S. D., has been reorganized as a co-operative company.

The Farmers' Co-operative Company has been organized at Lisbon, N. D., with stock amounting to \$15,000.

Farmers in the vicinity of McCann, N. D., are interested in the formation of a farmers' elevator company.

L. B. Spracher & Co., are building a 20,000-bushel addition to its elevator at Ben Clare (Valley Springs p. o.), S. D.

The Farmers' Co-operative Elevator Company of New Effington, S. D., was organized recently, capitalized at \$25,000.

The farmers' elevator at Trent, S. D., has been bought by the Merchants' Elevator Company of Minneapolis, Minn.

The Farmers' Elevator Company of Maxbass, N. D., has let the contract for the construction of a new feed mill there.

The elevator of Samuel Klaudt at Streeter, N. D., has been disposed of by him to J. Moser, J. Doughnut and John Stuckle.

The Farmers' Equity Union has been organized at Redelm, S. D., to build an elevator on a branch of the C., M. & St. Paul.

The Cargill Elevator, located at Galesburg, N. D., has been purchased by L. Iverson, who will take charge of it this summer.

The Farmers' Equity Union has been formed at Lantry, S. D., with capital stock of \$20,000. The company will build an elevator.

The Frankfort Mill & Elevator Company of Frankfort, S. D., expects to erect a new elevator replacing the one which burned.

A Farmers' Equity Exchange is being organized at Eagle Butte, S. D., capitalized with stock of \$25,000. Geo. Newhoff is president.

Plans are under way by the Crosby Milling Company and the Farmers' Co-operative Elevator Company of Crosby, N. D., for consolidating.

A new elevator of 30,000 bushels' capacity is to be built at Grand Forks, N. D., for J. D. Bacon. New plant will replace the one which burned not long ago.

The contract has been let by the Stanton Farmers' Co-operative Elevator Company of Stanton, N. D., for the erection of a grain elevator of 40,000 bushels' capacity.

The contract has been awarded by the Farmers' Equity Company for the erection of a 40,000-bushel elevator at Carson, N. D. New structure is to cost about \$10,000.

The Homer Farmers' Elevator Company has made plans for the erection of a warehouse near its elevator at Homer Siding near Jamestown, N. D. The plant will be 30x40 feet.

A new elevator of 20,000 bushels' capacity is to be built to the old grain house of the Farmers' Elevator

Company at Scotland, S. D. The contract for the new addition has been let.

Norman & Smith of Cayuga, N. D., have dissolved. Mr. Norman purchasing the interest held by Frank Smith. The company has for the past year conducted a grain elevator at Cayuga.

A modern elevator with capacity for 30,000 bushels is to be built for the Lake Preston Co-operative Elevator Company of Lake Preston, S. D. Construction work is to be started this spring.

The Farmers' Elevator Company of Grenora, near Minot, N. D., has made plans for the construction of a grain elevator of 50,000 bushels' capacity. The plant is to be of concrete construction.

The farmers' elevator company of Carlyle, N. D., may be reorganized. The company is also contemplating the purchase of the Golden Valley Farmers' Co-operative Company's elevator at Carlyle.

The Victor Farmers' Elevator Company was recently incorporated at Victor, Roberts County, S. D., by G. Kundson, Olaf Anseth and William Nelson. The company is capitalized with stock amounting to \$25,000.

The Equity Co-operative Elevator Association has been organized at Wilmot, S. D., with capital of \$50,000. The officers of the company are: President, B. S. Walker; vice-president, A. Gerber; secretary, C. F. Baldwin.

Articles of incorporation have been filed for the Tagus Equity Elevator Company of Tagus, N. D. Directors are: J. H. Hebig, J. C. Abbott, Arne Engen, W. F. Bauer, O. C. Thoen, Jalmar Jacobson and S. Gulbranson. Capital stock is \$15,000.

August Anderson, Fred Wheelock, Wm. McRaith, I. Molzhon, Soren Frandson, Andrew Oames, Andrew Hofland, Knute Solheim and E. J. Anderson have organized the Ross Farmers' Elevator Company of Ross, N. D. Capital stock of the company amounts to \$12,000.

Incorporation papers have been filed for the Klose Farmers' Elevator Company of Jamestown, N. D. The concern will own and operate a grain elevator which will be located near Jamestown. M. Toay is president, B. Baenen, vice-president, and Anton Baenen, secretary-treasurer.

## MINNESOTA AND WISCONSIN

The grain elevator of J. A. Freestone at Colfax, Wis., has been sold by him.

A new elevator is to be built at Chilton, Wis., by the Knauf & Tesch Company.

The Atlantic Elevator at Goodridge, Minn., has been purchased by A. B. Mandt of Georgetown, Minn.

The capital stock of the Farmers' Exchange of Westby, Wis., has been increased from \$10,000 to \$20,000.

A farmers' elevator company is to be organized in the vicinity of Dovray, Minn., in the near future, it is expected.

The elevator plant of the Western Elevator & Grain Company located at Kiester, Minn., has been purchased by the Farmers' Elevator Company.

The Kewaunee Grain Company has purchased the elevator located at Forestville, Wis., which was formerly the property of the Cargill Elevator Company.

The Starks Warehouse, located at Wyocena, Wis., has been purchased by the Baker Lumber & Fuel Company of Watertown, who will establish a feed store there.

Half interest in the Western Elevator at Appleton, Wis., has been purchased by John Goodland, Jr. Henry Servaes is the other partner interested in the enterprise.

A farmers' elevator company has been organized at Bixby, Minn. The company will either build or buy a grain elevator. Chas. Green and W. V. Schutz are interested in the organization.

The Simpson Co-operative Company was organized at Simpson, Minn., with John Fox as president; Wm. Kelly, vice-president; J. J. Gildersleeve, secretary and F. E. Elliott, treasurer.

The Pabst Brewing Company of Milwaukee, Wis., has made arrangements for the construction of a grain elevator and conveyor to cost \$12,000. The plant will be 17x45 feet and 60 feet high.

The elevator of the Cargill Grain Company at Luxembourg, Wis., has been sold to the Luxembourg Milling Company. Work has been started to put the plant into first-class condition for operation.

G. H. Krumdick & Co., of Winona, Minn., have disbanded as a corporation. The company conducted a grain and feed house in Winona. The property has been taken over by the Northern Field Seed Company.

The Independence Grain Company of Independence, Wis., has filed incorporation papers. Capital stock amounts to \$15,000. Thos. Truag, Luke Roskos, Carl Pape, John C. Herzfeld and Peter A. Sknoch are the organizers.

The Door County Produce Company of Sturgeon Bay, Wis., has filed articles of incorporation. The company will buy and sell grain, hay, flour, corn,

etc. The company is also negotiating for the Lyon Elevator and dock property at Sawyer.

Announcement was recently made by W. E. Coles, Jr., president of the Capital City Milling & Grain Company of St. Paul, Minn., that that company contemplates erecting a new 100,000-bushel grain elevator in connection with its mill this year.

Nick Meyers has purchased the elevator of the Western Elevator Company, located at Rolling Stone, Minn. He has announced his intentions of attempting to organize a farmers' company in that vicinity, and if his plans succeed he will convert his plant into a farmers' co-operative establishment.

Articles of incorporation have been filed for the Casco Milling & Elevator Company of Casco, Wis., capitalized with stock amounting to \$25,000. The company has purchased a large building and will use it as an elevator and grist mill. A side track is to be laid and other improvements made to the building proper to facilitate shipping.

## OHIO AND MICHIGAN

The Putnam Grain Company of Ottawa, Ohio, has discontinued in business there.

The Wolfe Elevator at Howard, Ohio, has been purchased by the Howard Equity Exchange Company.

The Paulding Equity Exchange has been organized at Paulding, Ohio, for the purpose of buying an elevator there.

Joseph Essel has completed arrangements for the construction of a grain elevator and flour mill at Frenchtown, Ohio.

An elevator for handling grain, beans, feed, etc., has been built at Glennie, Mich., by the Glennie Elevator Company.

A farmers' elevator company has been organized at South Solon, Madison County, Ohio, by farmers in the neighborhood.

The Grand Trunk Elevator Company has been organized at Port Huron, Mich. The capital stock amounts to \$100,000.

A new elevator of concrete construction is to be built at Marshall, Mich., for the Marshall Co-operative Association.

The Farmers' Co-operative Company has been organized at Fairgrove, Mich., by J. M. Dach and others. Capital stock is \$40,000.

An addition is to be built to the elevator of the Bancroft Elevator Company of Bancroft, Mich. The contract for the addition has been let.

Reports state that the Armour Grain Company of Chicago, Ill., has made preparations for the erection of a modern bean elevator at Grand Rapids, Mich.

Numerous improvements are to be made on the farmers' elevator located at Atwater, Ohio. Elevators, cleaner and hopper scales are to be installed.

The Canton Feed & Milling Company of Canton, Ohio, it is reported, will build in the near future 20 new grain elevators within a radius of 40 miles of Canton.

O. W. Cook has disposed of his grain interests in Maplewood, Shelby County, Ohio, and will move to Columbus. He will re-enter the grain industry at Columbus.

Plans are under consideration by the Wooster Equity Exchange, which was recently organized at Wooster, Ohio, for the erection of a grain elevator at that place.

The capital stock of the Farmers' Co-operative Company of Defiance, Ohio, has been increased from \$25,000 to \$40,000. C. S. Latshaw is secretary of the concern.

Wm. Monroe of Bronson, Mich., will build a new elevator of 20,000 bushels' capacity at that place. Contract has been received by the Burrell Engineering & Construction Company.

The Sedalia Grain & Lumber Company has been formed at Sedalia, Ohio, capitalized with stock of \$85,000. Harry P. Thomas, Chas. C. French, Chas. S. Berthards, Eliz. H. Thomas and Nellie E. French.

The Farmers' Co-operative Elevator Company was incorporated at Sherwood, Ohio, with Douglass Moats, president; Michael Minck, vice-president; J. E. Kintner, secretary, and John Reed, treasurer.

A new elevator structure is to be built at Detroit, Mich., replacing the one which burned not long ago with loss of \$750,000. The plant was owned by the Detroit Elevator and occupied by the Swift Grain Company and the Caughey-Jossman Company.

The Farmers' Co-operative Grain & Supply Company was organized recently at Bryan, Ohio, with capital stock amounting to \$25,000. The company will either build or buy an elevator. W. S. Tomlinson, Chas. Silcox, L. O. Critchfield, W. H. Himes and Mark Leidigh are interested.

The Botkins Grain Company at Botkins, Ohio, is now owned by Clarence and Roy Hemmert. They recently purchased the interest of J. C. Paul in the concern. Several improvements are to be made on



the elevator and a store room is to be built in which they will carry a full line of feed, etc.

The Lewellyn Bean Company of Grand Rapids, Mich., has made arrangements for the erection of a big bean elevator and bonded warehouse costing between \$150,000 and \$200,000. A grain transfer is also to be built for the concern. The company was recently organized with \$500,000 capital stock.

The Albert H. Buehrle Company of Youngstown, Ohio, is rebuilding its plant which burned down on November 1. The plant will include a grain elevator of 200,000 bushels' bulk grain and 2,000 tons of sacked goods. The company will manufacture chop, horse and dairy feed and poultry feed. A. H. Buehrle is president and C. P. Fitch, secretary-treasurer of the concern.

## MISSOURI, KANSAS AND NEBRASKA

An elevator is to be built at Dodge, Neb.

A. Yanike has bought the Schaff Elevator at Bellwood, Neb.

A farmers' elevator is to be constructed in Henderson, Neb.

C. H. Taspin now owns the elevator located at Oakdale, Neb.

A new farmers' elevator is to be built at St. Edwards, Neb.

C. A. Butler has sold his Atwood, Kan., elevator to O. C. Thomas.

A group of men have decided to build an elevator at Loup City, Neb.

A new elevator is to be built at Harlan, Kan., in time for the new crop.

A new elevator is being erected at Cedar Point, Kan., for J. L. Wilkin.

A new grain elevator is to be built at Lilbourn, Mo., in the near future.

The capacity of the farmers' elevator at Greeley, Neb., has been increased.

Grain growers near Weyerts, Neb., contemplate building an elevator there.

A modern elevator is to be constructed for P. A. Johnson at Coldwater, Kan.

A new elevator is to be constructed at Glen Elder, Kan., for F. M. Kaull.

B. F. Roberts is building an elevator at Herkimer, Kan., and one at Grantville, Kan.

Operations have been started in the new farmers' elevator located at Bertrand, Neb.

A 15,000-bushel elevator is to be built at Muscotah, Kan., for the firm Colvert & Bevans.

A new elevator is to be built at Ithaca, Neb., for the Farmers' Elevator Company.

Capitalized at \$30,000, the Farmers' Union Company was organized at Upland, Neb.

The farmers of Elwood, Neb., have organized to build and conduct an elevator there.

C. A. Butler's interest in the elevator at Danbury, Neb., has been sold to O. C. Thomas.

The Farmers' Elevator Company of Central City, Neb., will dispose of its elevator there.

A new elevator and mill is to be built at Merwin, Mo., by H. B. Owen and George Groves.

The elevator of C. A. Butler at Franklin, Kan., has been purchased by G. C. Thomas.

The Farmers' Elevator Company of Utica, Kan., is to build a new 15,000-bushel elevator.

The Thomas Prince Elevator at Winside, Neb., has been taken over by L. S. Needham.

The elevator of Z. Gardner at De Soto, Kan., has been sold by him to F. and C. Gordon.

The elevator at Brunswick, Mo., has been purchased from Mr. Sharp by Walter Owens.

J. W. Hills' grain and coal business at Fortescue, Mo., is now the property of F. R. Windell.

The Milbourn Elevator, located at Minden, Neb., is to be opened up this summer by J. Reams.

An addition is being built to the plant of the International Elevator Company at Joplin, Mo.

The elevator of C. J. Miles at Giltner, Neb., has been sold to Highland & Sons of Sweetwater.

Rumors state that the Union Pacific Railroad will erect a 1,000,000-bushel elevator at Omaha, Neb.

A 500-barrel mill and 75,000-bushel elevator is to be constructed at Bucklin, Kan., in the near future.

A farmers' organization will build, it is said, a grain elevator at Clinton, Mo., in the near future.

The Farmers' Elevator Company of Moundridge, Kan., will rebuild their plant there immediately.

Six large concrete grain tanks are to be built for the Wolf Milling Company of Ellinwood, Kan.

Hopper scales are being installed in the plant of the Farmers' Elevator Company at Adams, Neb.

Interest in the Cratty Lumber & Grain Company at Gering, Neb., has been purchased by J. Ray Wylie.

The J. O. Leath Elevator at Netawaka, Kan., has been purchased by J. M. Green. He will remodel

the plant and install a flour mill in connection with it and operate as the Netawaka Milling & Elevator Company.

The Farmers' Elevator Company of Langdon, Kan., has been reorganized on the co-operative basis.

The Farmers' Union has purchased the Reckaway Elevator at Pittsburg, Kan. Owen Doty is manager.

The Deepwater Mill & Elevator property at Deepwater, Mo., has been purchased by Chas. M. Farrer.

A modern grain elevator is to be built for the Farmers' Union Co-operative Association of Bison, Kan.

L. H. Pettit Grain Company of Hutchinson, Kan., will erect a grain elevator of 100,000 bushels' capacity.

Farmers in the vicinity of Curtis, Neb., are attempting to organize and operate a co-operative elevator.

The Golden Belt Grain & Elevator Company of Topeka, Kan., will build a new 250,000-bushel elevator there.

Four new concrete storage tanks have been built for the Kemper-Fair Milling Company of Tonganoxie, Kan.

Farmers around Loretto, Neb., are planning to build a new elevator there. Considerable stock has been subscribed.

Perry Frazier of Chapman, Neb., has made arrangements for the erection of a new and modern concrete elevator.

A new farmers' elevator is to be built at Penaflo, Kan., by a new company of farmers, which was recently organized.

The Snell Mill & Grain Company of Clay Center, Kan., has made arrangements to make improvements on its plant.

The Farmers' Elevator Company of Chappell, Neb., will build an addition to its elevator or else will build a new plant.

The interest of Earl Hall in the Waterloo Elevator Company at Waterloo, Neb., has been purchased by A. R. Young of Omaha.

William Rockewey's elevator at Girard, Kan., has been sold to the Crawford County Farmers' Union Co-operative Association.

The Farmers' Elevator Company of Wahoo, Neb., has made arrangements for the erection of a new elevator there this spring.

A large warehouse is to be built for the Fredericktown Milling Company of Fredericktown, Mo., just west of the present elevator.

Hugh Gallup has filed incorporation papers for the Decatur Elevator Company of Decatur, Neb. Capital stock amounts to \$25,000.

The Farmers' Elevator Company of Silver Creek, Neb., will either build or buy a new elevator of about 30,000 bushels' capacity there.

It is planned to build three grain elevators at Ely, a town near Larned, Kan., on the extension of the Anthony & Northern Railroad.

The elevator business of the Equity Elevator Company at Oakley, Kan., has been purchased by the Hays City Milling & Elevator Company.

New equipment is to be installed and several improvements made on the elevator of the Dodge City Co-operative Exchange of Dodge City, Kan.

An elevator at Leeton, Mo., has been purchased by the Farmers' Elevator Company from the Livingston Trading Company and J. H. Walters.

The Filley Farmers' Merchants Elevator Company of Filley, Neb., has amended its charter. In the future it will operate on a co-operative basis.

A new 10-horsepower engine has been installed in the farmers' elevator located at Hoag, Neb. A new car loader has also been purchased and installed.

A concrete building is being put up for Julius Rumpel adjoining his elevator at Weston, Mo., which he will equip with a 50-barrel flour mill.

C. O. Drayton, H. Z. Baker and H. W. Winkleman have organized as the Equity Grain Company to operate at Omaha, Neb., capitalized with stock of \$5,000.

The old elevator of the Barneston Farmers' Elevator Company of Beatrice, Neb., is being torn down. A new modern structure will be built at once in its place.

The old elevator building at Palemon (mail to Norborne), Mo., is to be torn down for C. A. Johnson of W. H. Perrine & Co., preparatory to the erection of a new building.

The Burlington Elevator located at Blue Springs, Neb., has been sold to Black Bros., who conduct a milling business at Beatrice and Blue Springs. The elevator sold for \$3,750.

A 15,000-bushel grain elevator is to be built for Moss & Ewing of Nevada, Mo., on the old mill site. The plant will be of modern construction and will be operated by electricity.

H. L. Stewart recently purchased his father's interest in the elevator of J. N. Stewart & Son at McCune, Kan., and will operate the plant under the

firm name of H. L. Stewart Grain Company.

The grain elevator and store at Sherdahl (r. f. d. Scandia), Kan., has been purchased by the Sherdahl Farmers' Union & Co-operative Association. Capital stock of the company, which has just recently been organized, amounts to \$10,000.

Farmers around Graf, Neb., have organized to build and operate a grain elevator there. The farmers' company has purchased the elevator of the Central Granaries Company of Lincoln. Andrew Hahn is president; John Kuhlman, vice-president; T. E. Roberts, secretary; William Ernst, Jr., treasurer of the concern.

## EASTERN

E. C. Packard will build a grain elevator at Brockton, Mass.

Merritt & Baker of East Aurora, N. Y., are to erect a new grain elevator and flour mill there costing nearly \$250,000.

A tubular elevator of concrete construction is to be erected at Erie, Pa., for the Erie & Western Transportation Company.

L. A. Provandie Company was organized at Boston, Mass., to deal in grain, cereals, etc. Capital stock amounted to \$25,000.

Max Bernstein, Morris Silverberg and others have organized the Bayonne Grain & Hay Company to operate at Bayonne, N. J. Capital stock is \$50,000.

Efforts are being made by grain interests connected with the New York Produce Exchange to have a large grain elevator built in or near New York City.

Improvements are to be made on the plant of Garber & Co., at New Bloomfield, Pa. A coal and grain elevator with capacity of 20,000 bushels is to be erected.

Capitalized at \$80,000, the L. L. Streeter & Sons Company was organized at Johnstown, N. Y. L. S., J. Burton and Kate Streeter are the directors of the corporation.

Jas. D. Bosworth has filed incorporation papers for the Emerson Coal & Grain Company, Inc., of East Weymouth, Mass. Capital stock of the concern aggregates \$20,000.

The Berkshire Coal & Grain Company of North Adams, Mass., has made plans for the erection of a 40x60 foot wooden and cement storehouse for grain, flour and cement.

The Atwater-Bradley Corporation was recently incorporated at Albany, N. Y., to deal in seeds and conduct a grain elevator. A. W. Bradley, J. and J. D. Atwater were the organizers. The capital stock of the concern is \$80,000.

## IOWA

A new elevator is to be built at Diagonal, Iowa.

A farmers' elevator company is being organized at Stout, Iowa.

A new farmers' elevator company is being organized at McPaul, Iowa.

A new electric motor has been installed in the Murray Elevator at Bancroft, Iowa.

A new grain elevator is to be built for the Farmers' Elevator Company of Rockwell City, Iowa.

The J. A. Johnson Elevator, located at Bolan, Iowa, has been disposed of to Mullen & Doughan of Britt.

The Clermont Co-operative Society has decided to either build or buy an elevator and warehouse at Clermont, Iowa.

Fred C. Bitter is building a new grain elevator plant at Sulphur Springs, Iowa. He will handle feed, flour, coal, etc.

The elevator of Wm. Cool at Cumberland, Iowa, has been disposed of by him to Rothschild & Peterson of Atlanta.

J. P. Hansen has retired from W. H. Johnston Company, which was engaged in the grain business at Clear Lake, Iowa.

Half interest, it is reported, in the elevator of B. B. Anderson, located at Harris, Iowa, has been purchased by his son.

The Grettenberg Grain Company of Pierson, Iowa, has let the contract for the erection of a new 22,000-bushel grain elevator.

A new elevator, lumber and coal sheds is to be built for the Farmers' Incorporated Co-operative Society of Sheffield, Iowa.

The Atlantic Mill of Atlantic, Iowa, will tear down its elevators located at Marker, Galion (both Atlantic p. o.), and Grant, Iowa.

A. Morehouse has purchased the Nicholson Elevator and Lumber Yard at Ralston, Iowa. A. D. Brandt will be in charge.

Farmers in the neighborhood of Superior, Iowa, have organized a company to build and conduct a



farmers' elevator there. B. A. Wilkinson is president and R. J. McGowan secretary of the company. Capital stock is \$10,000.

The grain businesses of Shearer & Sons and Frank Coates at Idagrove, Iowa, have been taken over by Shorrett & Tenney.

The interest of John Broulik in the elevator owned by W. J. Fiala & Co., at Lisbon, Iowa, has been purchased by M. Aler.

A large addition has been built to the elevator located at Lavinia, Iowa. Other improvements have also been made on the plant.

A new elevator is to be built for the Clark Brown Grain Company at Ira, Iowa. The plant will have a capacity of 20,000 bushels.

Improvements are being made on the elevator property of the West Union Farmers' Co-operative Company at West Union, Iowa.

J. J. Grossenburgh's elevator, grain and feed business situated at Atlantic, Iowa, has been purchased by the E. Rothschild Company.

The elevator of H. G. Looman at Farragut, Iowa, has been sold by him to the Farmers' Elevator Company. Possession is to be given on July 1.

The elevator of the Plymouth Milling Company of Le Mars, Iowa, located at Oyens, Iowa, has been reopened after having been idle for two years.

Henry Galligan is president and T. F. Stanton, secretary of the Farmers' Elevator Company of Lawler, Iowa, which was recently organized there.

The Witherspoon-Englar Company of Chicago, has been awarded the contract for the erection of an elevator at Council Bluffs, Iowa, for the Updike Company.

The elevator of Brown & Schaefer at Wapello, Iowa, has been purchased by the recently organized Farmers' Union Elevator Company. Possession is to be given on May 1.

The elevator located at Adel, Iowa, formerly owned and operated by John Cornelison, has been purchased by G. W. Conant. The new proprietor will erect a new feed mill and warehouse.

The Iowa Grain Company filed incorporation papers recently at Des Moines, Iowa. J. E. Greenman is president and C. J. Lake, secretary and treasurer of the concern, which is capitalized with stock amounting to \$25,000.

The Allerton Grain & Coal Company of Allerton, Iowa, was organized not long ago. A. M. Alcorn is president; C. F. Sprow, vice-president; D. R. Sollenbarger, secretary and O. B. Cobb, treasurer of the concern.

The Farmers' Elevator Company of Newburg, Iowa, has let the contract to the Burrell Engineering & Construction Company for the erection of a new 30,000-bushel elevator. The elevator will be equipped with two stands of legs and other necessary equipment.

## SOUTHERN AND SOUTHWESTERN

J. H. Shaw has bought the Stephenson Grain Elevator located at Enid, Okla.

The elevator at Faxon, Okla., has been purchased by the Lawton Grain Company.

A new elevator is to be built at Dodge, Okla., by W. W. Jarnigan of Grove, Okla.

Peter Lorenz has sold his elevator located at Cordell, Okla., to Karl Geis and J. G. Price.

A large grain and feed warehouse has been opened up at Clarksville, Va., by W. D. Blanks.

A 50-barrel flour mill is to be built for the Harrisburg Grain Company of Harrisburg, Ark.

A new elevator and feed mill is to be built at Fort Worth, Texas, for the Ralston-Purina Company.

W. L. Brandon of Marianna, Fla., will erect a grain elevator at Live Oak, Fla., in the near future.

Reports state that the R. H. Glennon Elevator Company will build a mill costing \$10,000 at Vinita, Okla.

It is said that J. G. Van Steenwyck expects to enlarge his elevator and mill located at Hamlin, Texas.

The Farmers' Coal, Grain & Elevator Company at Woodward, Okla., has been purchased by R. A. Clifton & Sons.

The Clovis Mill & Elevator Company will build a 12,000-bushel iron clad elevator plant at Muleshoe, Texas.

Farmers are organized in the vicinity of Peckham, Okla., for the purpose of acquiring and operating an elevator.

The Texline Grain Company's elevator at Texline, Texas, has been purchased by the Otto Johnson Mercantile Company.

C. F. Brattain's interest in the elevator at Pondcreek, Okla., has been purchased by his partner in business, Ed. Johnson.

Incorporation papers have been filed for the McAlester Grain & Elevator Company of McAlester, Okla. T. B. Hardeman, S. T. King and C. T. Harde-

man are interested. The company is capitalized with stock amounting to \$15,000.

A reinforced concrete storage plant of 75,000 bushels' capacity is to be built at Hico, Texas, for the Hico Roller Mills.

Roberts & Le Mond will build a new grain elevator at Hale Center, Texas. The contract for the new plant has been placed.

Four large storage tanks are to be built for the Orth Milling Company at Yoakum, Texas, with a capacity of 25,000 bushels.

The Owensboro Warehouse Company of Owensboro, Ky., has disposed of its buildings to the Owensboro Grain Company.

The Kentucky Public Elevator Company of Louisville, Ky., has made arrangements to rebuild its elevator which burned recently.

A new elevator is to be built at Crosbyton, Texas, by the Harvest Queen Mills. The contract for the new establishment has been let.

The Sterling Mills of Statesville, N. C., will build a grain elevator of 50,000 bushels' capacity. W. B. Brown is manager of the concern.

The elevator of the Ball Manufacturing Company at Drummond, Okla., has been purchased by the Blackwell Milling & Elevator Company.

Henry Botche, I. C. Wood and R. E. Greene have organized the Farmers' Elevator Company at Minco, Okla. Capital stock amounts to \$10,000.

The elevator of the Gary Elevator Company at Greenfield, Okla., has been torn down and will be replaced with a new one of 25,000 bushels' capacity.

Improvements are to be made on the plant of the Guthrie Mill & Elevator Company at Guthrie, Okla., including the erection of an additional storage plant.

W. L. Brandon, W. S. Brandon and R. A. Gelling have organized the Brandon Grain Company of Dothan, Ala., capitalized with stock amounting to \$6,000.

Earl L. Lins, E. R. Tudor and S. F. Fansher have organized the Creek Grain Company of Okmulgee, Okla. Capital stock of the concern is \$20,000.

A farmers' union is to be organized at Cheyenne, Okla., it is rumored. The company, after the organization is perfected, will build and conduct a grain elevator.

The Rasp-Reinertson Grain Company, which has been operating at El Reno, Okla., has been dissolved by mutual consent. The business will be continued by T. J. Rasp.

The contract has been let by the Roanoke City Mills of which J. W. King is president, of Roanoke, Va., for the erection of 10 grain tanks of 150,000 bushels' capacity.

E. C. Churchman is president and Lewis Long secretary of the Equity Elevator Company, which was organized recently at Optima, Okla. The company will install an elevator at once.

A 200,000-bushel grain elevator of reinforced concrete was recently contracted for with the Burrell Engineering & Construction Company by the Leger Milling Company of Altus, Okla.

The Watonga Grain Company of Watonga, Okla., has purchased two lots from W. H. Hoberecht on which is located the Farmers' Mill & Lumber Company's elevator. The plant is to be remodeled.

T. B. Abbott, James Bird and W. F. Campbell have organized the New Way Cotton & Grain Company of Binger, Okla. The concern will build a new grain elevator. Capital stock of company is \$10,000.

The Hamilton Mill & Elevator Company of Hamilton, Texas, recently awarded its contract to the Burrell Engineering & Construction Company of Chicago, Ill., for a 200,000-bushel concrete grain elevator.

The Oklahoma Mill Company is enlarging its storage facilities by the erection of a 150,000-bushel concrete grain elevator at Kingfisher, Okla. The work is being done by the Burrell Engineering & Construction Company.

E. R. Kolp has completed plans for the erection of a new 100,000-bushel elevator in Niles City, a suburb of Ft. Worth, Texas. The new plant will replace the elevator of E. R. & D. C. Kolp Grain Company, which burned some time ago.

George Niemeyer, grain dealer, has received a new 50-year lease to a site of ground in Little Rock, Ark., owned by the city, at a cost of \$10,000. He is required to build an elevator on the property. Mr. Niemeyer has had a lease on the property for several years.

Plans are under consideration by W. A. Thomson & Co., of Louisville, Ky., for additional buildings which will be erected in connection with its present 350,000-bushel establishment. The new addition will increase the capacity to 700,000 bushels, costing about \$50,000.

The Abilene Elevator Company of Abilene, Texas, will build grain tanks of 100,000 bushels' capacity at that place. The company was recently organized, capitalized with stock of \$40,000. The Bur-

rell Engineering & Construction Company has been awarded the contract.

The Millers' Milling Company was organized recently at Enid, Okla., and has assumed control of the Farmers' Mill & Elevator Company's business. The concern will enlarge the capacity of its mill in the near future and contemplates the erection of concrete storage tanks having a capacity of 100,000 bushels.

## CANADA

M. Seller has let the contract for a new 500,000-bushel hospital elevator at Ft. William, Ont.

The Saskatchewan Co-operative Elevator Company has made arrangements to build 35 elevators this year.

The Ellison Milling & Elevator Company of Lethbridge, Alta., is planning to erect a 300,000-bushel cement elevator.

The contract has been awarded by the Western Grain Company for its new Ft. William Elevator Company. The capacity of the plant is to be 200,000 bushels.

The Farmers' Co-operative Elevator Company will erect a new addition to its elevator at Three Hills, Alta., which will more than double the capacity of the present plant.

The Farmers' Club Elevator Company, Ltd., of Winnipeg, has been incorporated with a capital stock of \$300,000. The incorporators are Francis A. Ogletree and Joseph Muir of Moose Jaw and David E. Ogletree of Saskatoon.

The Alberta Farmers' Co-operative Company has made arrangements to build 40 new elevators, of which the sites for 36 have already been chosen. The cost is placed at about \$350,000 and the capacity will range from 35,000 to 60,000 bushels.

## INDIANA

The Vandalia Elevator Company of Vandalia, Ind., will enlarge its plant.

Frank Wright has started the erection of an elevator at New Salem, Ind.

The Witmer Grain Company of Grabill, Ind., has increased its capital stock from \$15,000 to \$30,000.

The Rockport Milling Company of Rockport, Ind., has purchased a site on which it will erect an elevator and warehouse.

The Belt Elevator & Feed Company of Indianapolis, Ind., has made plans to repair its grain elevator at a cost of \$15,000.

A fireproof elevator is to be built for the farmers at Redkey, Ind. The new organization will conduct a feed store and coal yard in connection with the elevator.

The Hamilton Co-operative Shipping Association has been formed at Hamilton, Ind., to deal in grain. Frank Bennett, David Marchant and H. Oberlin are interested.

A farmers' elevator has been built at Valparaiso, Ind., on the Chesapeake & Ohio Railroad. John Maxwell is president and Elmer Lewis, secretary of the concern.

Crouse & Applebaum have purchased the Vandalia Elevators at Auburn, Ind. For a number of years the plant has been owned by the Wimer-Brown Company.

Davis & Co., of Judyville, Ind., will build a 30,000-bushel elevator and a 5,000-bushel corn crib. The Burrell Engineering & Construction Company was awarded the contract.

The Studebaker Grain & Seed Company of Liberty Center, Ind., will remodel its elevator at that place. The Burrell Engineering & Construction Company has the contract.

Reports state that the Covington Grain Company of Perrysville, Ind., will build four cement grain towers 40 feet high and 14 feet in diameter, each to be of 6,000 bushels' capacity.

The Twelve Mile Grain Company was organized at Twelve Mile, Ind., capitalized at \$10,000. The directors of the concern are: Percy E. Goodrich, N. L. Bradfield and E. K. Sowash.

Incorporation papers have been filed for the Heinmiller Grain Company, which will operate at La Fayette and Indianapolis, Ind. The corporation is capitalized with stock amounting to \$25,000.

A farmers' elevator company has been formed at Malden, Ind. John Maxwell is president; and Elmer Lewis, secretary. The company will own and operate an elevator on the Chesapeake & Ohio Railroad.

The contract has been let by the Covington Grain Company of Foster Sta. (Covington p. o.), Ind., for the erection of five steel concrete grain tanks. The capacity will be 38,000 bushels when the plant is completed.

Incorporation papers have been filed for the Servia Elevator Company of Servia, Ind. J. A. Heck, H. E. Kitterman and W. E. Schroll are the organizers of the concern. The capital stock of the company is \$15,000.



## HAY, STRAW AND FEED

Clifford Spence will open up a feed store at Emmetsburg, Iowa.

Walter Lignon has sold his feed business located at Excelsior Springs, Mo.

I. Snyder has sold his feed store located at Monticello, Ill., to W. L. Finson.

The Kenton Hay & Grain Company of Covington, Ky., has amended its charter.

The feed business at Monticello, Minn., has been purchased by A. J. Cummings.

The feed and flour department of the Lee Bros. at De Pere, Wis., is to be enlarged.

The Farmers Feed & Supply Company was recently organized at Newbern, Tenn.

Frank M. Steel has entered the hay, grain and millfeed business in Philadelphia, Pa.

John Thompson has established a feed business in the Gray Building at Williford, Ark.

The Kroll feed and flour business at Blossburg, Pa., has been purchased by C. F. Rouscher.

A new warehouse is to be erected at Ft. Pierce, Fla., by the Fort Pierce Feed & Grain Company.

W. R. Andrews has purchased the feed and flour business of Weddle & Sutton at West Newton, Pa.

A. C. Getty has sold his feed and flour business located at Soldiers Grove, Wis., to Andrew Thoftne.

Clarence Williams is succeeding in his feed and flour business at Verona, N. Y., by Harry A. Johnson.

A wholesale feed and flour business has been opened up at Wapanucka, Okla., by C. C. Hightower.

The grain and hay business of N. B. Postelwait at Montrose, Colo., has been purchased by J. G. Miller.

The feed and flour store at Exeland, Wis., has been sold to A. Pearson and A. L. Pearson by H. T. Kasl.

J. J. Fischer has organized the Fischer Feed & Coal Company of New Castle, Pa. Capital stock is \$35,000.

Leonard Fisher and Stewart Warfield now own Peter Daily's feed and coal business located at Peoria, Ill.

The feed store and mill of Downs & Son at Shelbyville, Ill., has been traded by them with L. F. Pate.

The feed and flour business of the late August Mielke at Cedarburg, Wis., is now conducted by A. C. Fischer.

G. A. Richards has sold his feed and flour business at Guilford Center, N. Y. He will retire from active business.

Half interest in the grain and feed business of J. H. Boude at Georgetown, Ky., has been purchased by G. L. Crenshaw.

The Oliver Carlson feed and flour business at Manistee, Mich., has been taken over by H. Newberg and August Heuck.

The feed business of W. H. Burch located at Morrison, Iowa, has been disposed of by him to Michael Kleinschrodt & Son.

Julian C. Ryer filed incorporation papers recently for the Dairymen's Feed Company of Itasca, Ill. Capital stock of concern is \$2,500.

Plans are under way for the Tessum Feed, Grain & Supply Company of Thief River Falls, Minn., for the erection of a \$35,000 warehouse.

W. L. Finson now operates I. Snyder's feed establishment at Monticello, Ill. The new owner has moved the business to his elevator.

A. L., H. B. and R. H. Fauble have organized the F. & L. Feed, Flour & Seed Company of Shawnee, Okla., capitalized with stock of \$60,000.

Capitalized with stock of \$80,000, the L. L. Streeter & Sons Company was organized at Johnstown, N. Y., to deal in hay, feed and grain.

The feed and flour business of Henderson Supplee at Conshohocken, Pa., has been sold to J. Wood Manufacturing Company. Mr. Supplee retires from active business.

The feed and flour business at Bangor, Wis., which W. R. Ruland recently purchased from the Bangor Lumber Company has been sold by him to John Krause and Wm. Swerman.

For the purpose of buying and selling hay, grain, feed, etc., the Menasha Wholesale Company was organized at Menasha, Wis., capitalized at \$15,000. A warehouse and store is to be built. T. D.

Wheeler, R. W. Achelgel, John Landig and Frank J. Ripple are interested.

George S. Record of Sherburne, N. Y., has entered into a partnership with Charles L. Carrier, a well-known feed dealer, and will conduct a feed business under the name of Carrier & Record.

Capitalized with stock amounting to \$30,000, the Marwin Feed Company was formed at Marion, Ohio. J. E. Oliphant, Laura Orrison, J. G. Seiter, J. M. Strelite and Fred E. Cuthery are interested.

The Ixonia Farm Products Company of Ixonia, Wis., was incorporated recently to deal in feeds and livestock. The capital stock of the concern is \$10,000. Wm. Jaeger and others are interested.

The Johnston Fuel & Warehouse Company of Baraboo, Wis., has purchased H. S. Porter's feed business. The new owners will remodel the building into an up-to-date feed and coal establishment.

The Princeton Flour & Feed Company was organized at Princeton, W. Va., capitalized at \$50,000. The incorporators of the concern were S. N. Rangely, R. E. Lazenby, B. H. Hancock, J. W. Anderson and J. E. McMullin.

The Imare Building Supply & Feed Company has been organized at Cleveland, Ohio, capitalized with stock of \$20,000. The organizers of the concern are: M. L. Thomson, Harold M. Metcalf, M. E. Gallagher, V. E. Davis and F. A. Henry.

The Nesmith, Wilkes, Seaman Company was organized at Louisville, Ky., capitalized with stock amounting to \$15,000. The company will conduct a general feed store. Frank N. Nesmith, J. H. Wilkes and Earl I. Seaman are interested.

## ST LOUIS HAY MARKET

Toberman, Mackey & Co., hay and grain merchants of St. Louis, Mo., say for the week ending April 14: All classes of hay are very scarce and in our opinion the markets are fully \$0.50 to \$1 per ton higher. There is scarcely any stock on hand. Buyers here are all out of hay. The demand locally is still strong, the out of town demand is getting stronger every day, the farming season is just about at its height and all the information we can gather is that there will be a scarcity of hay here at least during this month. We can see nothing but a stronger market right on through the month, and we certainly advise shipment of everything you can get hold of in your territory. The better grades of timothy and mixed are especially in strong demand. Clover and heavy mixed still strong. The alfalfa market is again higher today, with light receipts. Prairie also stronger. The Western markets are so high that we can expect nothing but higher values on prairie and alfalfa.

The Mullally Hay & Grain Company of St. Louis, Mo., report for week ending April 14: Receipts of hay here the past week were only fair in amount and our market ruled stronger with an urgent demand for all grades of timothy and clover mixed at a higher range of prices. Everything offered met ready sale as we have a big shipping demand and the local trade bought freely at the advance in prices, causing a free movement and our market kept well cleaned up right along and is practically bare of all grades of timothy and light clover mixed at the close today. Pure clover and heavy clover mixed is particularly scarce and wanted, not near enough of such hay coming in to supply the trade. Prairie hay is in scant offerings and demand urgent for all grades. There has not been near enough prairie coming in to supply the trade and our market is bare of all grades. Alfalfa hay continues scarce and there is a big demand for all grades.

IN spite of good harvesting weather for corn, the maize crop of Argentine is continuing to show disappointing returns.

THE long and severe winter in Europe and recent heavy frosts have injured crop prospects, particularly in Germany.

DURING the past nine months, it is reported, the elevator capacity of Western Canada has increased by over 16,000,000 bushels. The total capacity amounts to 164,899,333 bushels.

JAPAN is milling choice Russian wheat which it received in exchange for munitions. It practically controls the flour market in the Orient at present as it can underbid American flour offers by a wide margin.

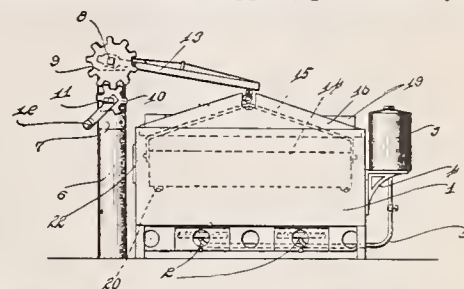
ENGLISH reports indicate that in spite of the blockade grain reserves have increased in that country since February 1. No doubt the decreased consumption and higher percentage of flour milled from wheat has had its effect.

## GRAIN TRADE PATENTS

Bearing Date of March 6, 1917

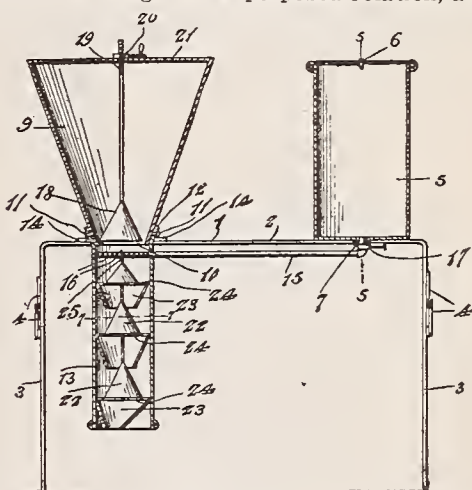
Grain Treating Apparatus.—Miles E. Pearson, Pullman, Wash. Filed March 28, 1916. No. 1,218,114. See cut.

Claim: In a grain treating apparatus, a tank adapted to contain a liquid, a receiving hopper adjacent to said tank, a support adjacent to said tank, a rotatable section mounted on said support, gear shafts journaled



in said section, gears carried by said shafts, an arm mounted upon one of said shafts, a grain pan carried by the said arm, and means for operating said gears. Grain Pickler.—John Fox, Wolseley, Sask., Canada. Filed July 3, 1915. No. 1,218,250. See cut.

Claim: A grain pickling apparatus including a spout, and a unit of mixing devices removably mounted in the spout, said unit comprising a vertical rod, a plurality of cones having their apices connected to said rod and arranged in superposed relation, a plural-

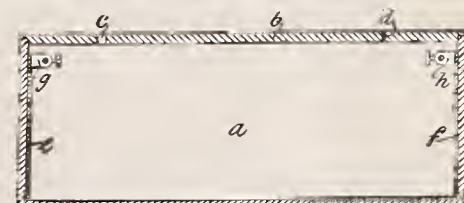


ity of wires arranged upon the base of said cones and extending radially therefrom, frusto-conical concentrators having their larger ends secured to the radial wires, their lower ends positioned beneath the base of the cones and extending below the apex of one of the cones, and means for removably supporting the mixing devices in the spout.

Bearing Date of March 13, 1917

Treatment of Seeds.—Henry Ernest Fry, Godmanstone, Dorchester, England, assignor to Charles Edward De Wolf, London, England. Filed June 3, 1916. No. 1,218,850. See cut.

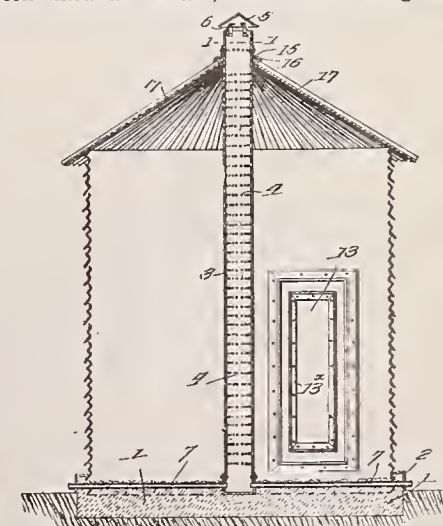
Claim: The herein-described process of treating



seeds before they are sown, which consists in steeping in a radio-active liquid.

Grain Storehouse Construction.—Lizzie H. Dickelman, Forest, Ohio. Filed October 13, 1914. No. 1,219,267. See cut.

Claim: A grain store-house construction comprising a base, a central air shaft supported by said base, a laterally extending tube communicating at its inner end with said air shaft, said tube being secured to



said base and the outer end being open to the atmosphere, a roof secured to said air shaft, and perforated walls carried by the base and joining said roof.

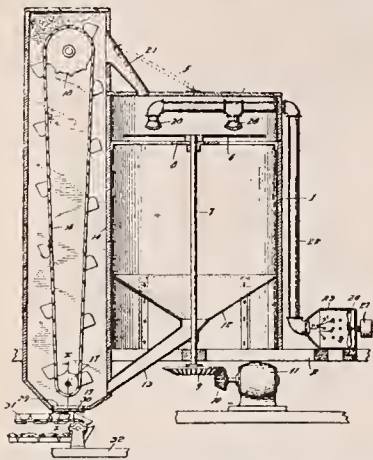
Bearing Date of March 20, 1917

Apparatus for Treating Grain.—Payton J. H. Moore, Chicago, Ill., assignor, by direct and mesne assignments, to American Grain Deodorizing Com-



pany, a corporation of Illinois. Filed April 9, 1914. Renewed July 22, 1916. No. 1,220,160. See cut.

Claim: Apparatus for sterilizing grain comprising a chamber; means for introducing the grain to be treated into said chamber; means for circulating through said chamber the grain introduced therein;

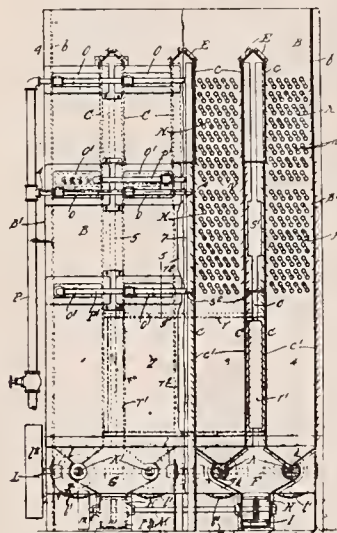


means for spreading the grain into a thin layer in the course of its passage through said chamber; and means for introducing a sterilizing gas into said chamber, substantially as described.

Grain Tank.—Henry F. Splater, Hay, Wash., assignor of one-half to James V. McCall, Hay, Wash. Filed July 11, 1916. No. 1,219,786.

Grain Drier.—Alfred W. French, Piqua, Ohio. Filed August 25, 1915. No. 1,219,816. See cut.

Claim: The combination of an upright drying chamber through which the material is adapted to descend, means for controlling the descent of the material



through the chamber, heating pipes occupying the upper portion of said chamber for heating the material, the portion of said chamber below said heating pipes being substantially unobstructed, means for passing a heated drying medium through a portion of said chamber occupied by said heating pipes for drying the material heated by said pipes, and means for passing a cooling medium through the portion of the chamber below said heating pipes for cooling the material.

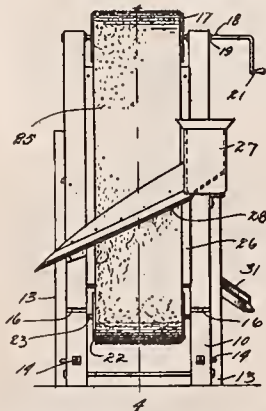
Bearing Date of March 27, 1917

Corn Drier.—Levi Archie Anderson, Rock Falls, Iowa. Filed April 8, 1916. No. 1,220,309.

Seed Corn Rack.—Thomas J. Le Gore, Jefferson, Iowa. Filed March 7, 1916. No. 1,220,650.

Grain Separator.—Henry Mahrer, Milnor, N. D. Filed June 16, 1916. No. 1,220,657. See cut.

Claim: In a device for separating grain, an endless belt having a surface to which a certain portion of the grain will adhere, pulleys supporting the belt, a driving device for one of the pulleys, an open sided



feed spout extending diagonally across the front of the belt with the open side facing the belt and the bottom in contact therewith, and means to remove the adherent grain from the belt arranged in spaced relation to the feed spout.

Bearing Date of April 3, 1917

Process of Cleaning Wheat and other Grains.—Arnold C. Von Hagen, Kansas City, Mo. Filed March 3, 1916. No. 1,221,636. See claim.

Claim: The process of treating wheat or other grain which consists in adding powdered alkali thereto, then moistening to partially dissolve the alkali while in contact with the grain, and finally treating the grain to remove the alkali with the material adhering to or absorbed thereby.

Grain Separator.—Charles Argyle Torrence, Regina, Sask., Canada. Filed April 6, 1916. No. 1,221,110.

## FIELD SEEDS

The Cratz Bros. of Toledo, Ohio, have erected a new seed warehouse.

A new seed store has been opened up by J. L. Herbst of Sparta, Wis.

A new seed and feed store has been opened up at Ozark, Ark., by Conatsee & Hill.

The B. E. Miller Seed Company was organized to build a small elevator at Carlton, Texas.

A seed store has been opened up at the Kile Elevator at Canton, Kan., by I. G. Wilson.

A wholesale seed and feed store has been opened up at Little Rock, Ark., by Conatser & Hill.

W. K. Rhodes has started the Rhodes Seed Company of Forsyth, Ga. Mr. Rhodes will be manager.

Henry B. Wiesner is now associated with Wm. D. Henderson in the seed business at Fort Wayne, Ind.

The Providence Seed Company has been taken over by the W. E. Barrett Company of Providence, R. I.

The D. M. Ferry Seed Company, it is reported, will withdraw its establishment from Twin Falls, Idaho.

The Reed & Cheney Company of Grand Rapids, Mich., will carry seeds in addition to its other supplies.

The Perrysburg Grain & Seed Company of Perrysburg, Ohio, has increased its capital stock from \$25,000 to \$40,000. The company is engaged in the seed and grain business.

A 50-horsepower oil engine is to be installed in the plant of the King Seed Company at North Vernon, Ind.

A Monitor Seed Polisher, Cleaner and Grader has been installed in the plant of Jacot & Mullen, Inc., of New York City.

A country seed elevator equipped with cleaning machinery, is to be built at Parkers Prairie, Minn., for Shoutz & Kraemer.

Capitalized with stock amounting to \$40,000, the Yellowstone Farmers' Co-operative Seed Company was organized at Billings, Mont.

dent and treasurer and J. B. Leveille, vice-president and secretary.

C. M. Marshall, S. B. Featherston, J. D. Milburne and R. M. Coons have filed incorporation papers for C. M. Marshall & Co., of Lexington, Ky. The company will conduct a general wholesale and retail seed, implement, etc., business. Capital stock amounts to \$25,000.

Articles of incorporation have been filed for the F. & L. Feed, Flour & Seed Company of Shawnee, Okla. The organizers are L. A. Fauble, H. B. Fauble and R. H. Fauble. The concern is capitalized with \$50,000 stock.

A new warehouse is to be built at Filer, Idaho, for the Filer Seed Company. The company will handle peas, beans and clover seed. The concern also contemplates erecting a concrete grain elevator of 50,000 bushels' capacity.

The Claude L. Thomas Carriage & Implement Company was organized at Bowling Green, Ky., to conduct a general implement and seed business. The organizers are: Claude L. Thomas, J. O. Redford and Curtis Hinton. Capital stock of the concern is \$15,000.

The Ohio Agricultural Experiment Station, Wooster, Ohio, is distributing, gratis, Arlington timothy, a new variety grown by the U. S. Department of Agriculture at its timothy-breeding station at Elyria, Ohio. The new variety matures about five days later, under ordinary conditions, than the common variety of timothy, but in regard to seeding, fertilization, harvesting and yields, Arlington differs but little from ordinary timothy. Farmers applying to the Experiment Station at Wooster will be sent 20 pounds or enough to seed two acres. The Station asks that a report be given next year of its yield of seed or of hay and maturity as compared with a like amount of ordinary timothy grown under similar conditions.

### CANADIAN SEED CORN

In no branch of the grain business is the good will of a firm of more value than in handling seeds. The good will of a seed house can only be built upon a reputation for good seed, and when that reputa-



SEED HOUSE OF WM. RENNIE COMPANY, LTD., TORONTO, ONT.

Arnold Ringier is no longer with the W. W. Barnard Company of Chicago, Ill., with whom he has been connected for approximately 27 years.

F. H. Ebeling, Y. A. Ebeling and A. A. Day have organized the firm F. H. Ebeling, Inc., of Syracuse, N. Y. Capital stock of the corporation amounts to \$125,000.

Chris. Reuter will occupy his new seed store, located in New Orleans, La., on May 1. The store is equipped with modern facilities for handling seeds.

Reports state that the John H. Allen Seed Company of St. Anthony, Idaho, contemplates building additional warehouses and installing new cleaning machinery.

The Hofler Seed Company of Mason City, Iowa, has disposed of its warehouse to the Farmers' Elevator Company. The new owners will use it as a store room.

Geo. A. Line is president and Arthur J. Snyder, secretary-treasurer of the Pure Seed Club recently formed at Springfield, Idaho, by several pioneer seed growers.

J. B. Leveille of Eyota and G. H. Krumdick Company of Winona, Minn., have disposed of their respective businesses to the recently organized Northern Seed Company of Eyota. E. F. Heim is presi-

tion is once established the firm's name is like the sterling mark on silver, accepted without question throughout the world. Just such a reputation as this has been built around the seed corn which is handled by Wm. Rennie Company, Ltd., of Toronto, Ontario.

The firm handles other seeds of wide variety and high quality, but its seed corn for silos and fodder purposes is a specialty upon which it has concentrated for years.

The new seed plant of this company, located at Chatham, Ont., is one of the finest and most completely equipped in the Dominion. It is 210x290 feet on the ground plan and covers nearly two acres. It has a capacity of 10,000 bushels per day and a modern drying plant of large capacity.

In the selection and distribution of seed corn the greatest care is taken in the separation of varieties and also in high germination tests, so that every seed that goes out from the plant has back of it the reputation and good will of the company.

### CLOVER SEED MARKET

Southworth & Co., of Toledo, Ohio, say of the clover seed market, April 12: Near end of clover seed season. Will East come into market as liberal buyer? That is the question. Holders expect further demand from there. It is getting late. April



last year witnessed big demand. April shipments were very large. They are running much smaller this year. Most of seed shipped out was on March contracts. Toledo stocks are around 20,000 bags. Mainly in strong hands. Local seed houses would not be surprised to see considerable further demand develop.

October seed is active. It is the new crop future. Investments early in the season are made in expectation of higher prices caused by crop damage at some stage of the growing season. Clover has a long route to harvest. It usually stubs its toe at some stage. Low prices for October generally made early in the season. High prices frequently come in midsummer. Seller early in the season faces the weather hazard.

Clover an international affair in normal times. This year it has been more on domestic basis. War has interfered with shipments to and from Europe. Conditions in Europe do not favor large crop this season. Scarcity of labor is factor. Up to U. S. to supply general demand. War means high price levels. Is clover an exception?

INSURANCE underwriters are very diffident of writing bomb explosion insurance for mills and elevators, but at a recent meeting agreed to do so up to \$150,000 or even to \$300,000 under certain conditions, but in any case for not more than 50 per cent of the value of the plant and contents. Rates for mills will be 50 cents per \$100, and for elevators 70 cents where watchmen are regularly employed and in others 75 cents.

## Grain and Seeds

### MAMMOTH CLOVER WANTED

Also Red, Alsike, Timothy and Soy Beans. O. M. SCOTT & SONS CO., 600 Main St., Marysville, Ohio.

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

### FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

### SUDAN GRASS SEED WANTED

Will buy carloads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

### SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

## J. C. KILLEBREW

Grower and Shipper of

**Farm Seed, Cotton, Corn,  
Peanuts, Oats, Cow Peas,  
and Soja Beans**

BUR CLOVER AND SOJA BEANS A SPECIALTY

**Penelo, North Carolina**

## Seeds "Delivered Free"

Ask for samples and "delivered price" on Red Mammoth, Alsike, White Alfalfa, Timothy, Grasses, etc.

**CHICAGO SEED COMPANY**  
CHICAGO, ILL.

## L. TEWELES SEED CO.

MILWAUKEE, WIS.

*Red, White and Alsike Clover  
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

### FIELD AND GRASS SEED SPECIALISTS

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We want to buy Clover, Alsike, Timothy, Alfalfa White Clover.

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## GRASS SEEDS FIELD

To Meet Demands Of

Chicago

**PURE SEED LAWS**

Minneapolis



# FIRE-CASUALTIES

Roscoe, S. D.—One of Potter, Garrick & Potter's elevators here was destroyed by fire.

Naples, S. D.—The grain elevator here was completely consumed by fire with \$15,000 loss.

Tower City, N. D.—The Equity Elevator at this place was damaged by fire to the extent of \$500.

Triumph, Minn.—Fire destroyed the Farmers' Elevator at Triumph. The loss aggregated \$20,000.

Ft. Worth, Texas.—W. J. Sprall's feed establishment here was damaged by fire, to the extent of \$200.

Bothwell, Ont.—On March 18, John Clark's feed and flour establishment was burned. Loss amounted to \$10,000.

Huntertown, Ind.—The Huntertown Grain Elevator Company's plant was damaged by fire to the extent of \$2,000.

Colfax, N. D.—Fire of unknown origin consumed the St. Anthony Elevator on March 30. Two freight cars were also burned.

Elizabeth, mail Lucca, N. D.—The elevator located at this point was destroyed by fire.

McIntosh, S. D.—Fire of unknown origin consumed the Columbia Elevator on March 27.

Lufkin, Texas.—The warehouse occupied by the White Grain Company was burned. C. F. Thompson was the owner.

Kingfisher, Okla.—Slight damage was done to the office of the Farmers' Elevator at this place by fire. Loss amounted to \$1,000.

Philadelphia, Pa.—Fire destroyed Will S. Wills, Jr.'s grain and feed warehouse on March 23. Loss amounted to about \$20,000.

Richlea, Sask.—On March 29, W. S. McLaughlin Company's elevator burned. Thousands of bushels of grain were also consumed.

Maddock, N. D.—The Monarch Elevator was moved about 4 feet off its foundation when struck by a car which jumped the track.

Gladstone, Man.—The Echo Milling Company's warehouse and elevator was destroyed by fire on April 1. The loss exceeded \$150,000.

Kiowa, Kan.—The Farmers' Grain & Elevator Company's plant here burned. Insurance on plant amounted to \$4,000, on stock to \$500.

Willshire, Ohio.—On March 28 the elevator owned by the Willshire Grain Company was destroyed by fire. Loss, \$40,000; insurance, \$10,000.

Pawcatuck, R. I.—On March 22, the elevator and mill of the C. W. Campbell Company was destroyed by fire. Loss is estimated at \$150,000.

Eden, Mich.—C. A. Davis' elevator burned on March 27 together with 1,500 bushels of beans, two carloads of wheat and a quantity of hay and coal.

Wyman, Iowa.—P. T. Brown's elevator was destroyed by fire on March 28. The fire started from an overturned lantern. The property was insured for \$4,000.

Roscoe, S. D.—Fire, starting from a defective stove, destroyed the elevator of the Hoffart Bros., located at this point. Four cars of grain were also burned.

Philadelphia, Pa.—A small fire occurred in the Keystone Elevator & Warehouse Company's dust collector. None of the contents of the elevator was damaged.

Hampton, Iowa.—Loss of between \$15,000 and \$20,000 was sustained when the Farmers' Elevator at this point was burned to the ground. The plant is to be rebuilt.

Kewaskum, Wis.—There was a breakdown in the plant of the L. Rosenheimer Malt & Grain Company which necessitated the cessation of operations for three days.

Springfield, Ohio.—Lafayette Smythe, a colored boy, was recently convicted of incendiarism. He attempted to set on fire the Blose Elevator in Springfield some time ago.

Fife, Mont.—The property of the Farmers' Elevator Company was completely consumed by fire with loss between \$35,000 and \$40,000. About 17,000 bushels grain were also destroyed.

Los Angeles, Cal.—Morris & Snow suffered serious losses on its plant by fire. Firm has secured temporary quarters which it will occupy until damage to its own establishment is repaired.

Minneapolis, Minn.—The elevator owned and occupied by the Marfield Grain Company was destroyed by fire on April 10. More than 100,000 bushels of wheat, valued at approximately \$200,000, were consumed by the flames. The building itself was valued at \$150,000. The origin of the blaze

is unknown although it is rumored that it was of incendiary origin.

Wimbledon, N. D.—On March 11, the 50,000-bushel Farmers' Elevator at this place burned with \$25,000 loss. The origin of the fire is not known. Approximately 10,000 bushels of grain were consumed.

Lemmon, S. D.—The Columbia Elevator here was destroyed by fire which followed an explosion on April 2. All the contents of the plant were also consumed. The company will rebuild the plant in a short time.

Marion, N. D.—The engine room of the Farmers' Elevator here was destroyed by fire, although the elevator proper was not damaged in any way. The engine escaped injury. Loss amounted to \$1,000, fully covered by insurance.

Chambersburg, Pa.—The elevator owned by the Lakeview Milling Company burst under the strain of 3,000 bushels of wheat. The building was just recently completed and was said to have a capacity for 36,000 bushels of wheat.

Mapes, N. D.—John E. Cary's elevator here was destroyed by fire which followed the explosion of a stove in the office of the elevator. The loss is estimated at \$11,000 with about \$6,000 insurance. About 22,000 bushels of grain were also consumed.

Glasco, Kan.—On March 25, The Morrison Grain Company's elevator at this point burned. The plant contained at the time of the fire, 30,000 bushels wheat, 7,000 bushels corn and 2,000 bushels oats. The elevator and its contents were fully insured.

McGill (r. f. d. Payne), Ohio.—A spark from a passing engine set fire to the grain elevator located at McGill, three miles from Payne on branch of the C., H. & D. Railroad. The fire was not discovered

until the elevator was completely surrounded by the flames.

Lexington, Mo.—The Lexington Flouring Mills' elevator, warehouse and mill proper were destroyed by fire with loss of \$50,000 on building and machinery. About 35,000 bushels wheat were also consumed. T. J. Johns and R. Sam Hay are interested in the company.

Minneapolis, Minn.—On April 10 the elevator of the Quinn-Shepherdson Company was burned with loss of \$50,000. The building contained about 20,000 bushels corn. A considerable amount of grain stored in box cars on side tracks near the elevators was damaged by fire and water.

Spencer, S. D.—The Hubbard & Palmer Elevator was destroyed by fire which started in the engine room. The loss amounted to \$6,000 partially covered by insurance. Several hundred bushels of wheat and 3,500 bushels of oats were burned. A new 16,000-bushel elevator is to be built at once in its place.

Memphis, Tenn.—Together with 20,000 bushels of corn and oats, the Merchants' Elevator was totally destroyed by fire. The loss is estimated at \$23,000, practically covered by insurance. The fire started in the top of the elevator. J. Bright Horton, the proprietor of the plant, states that he will rebuild the establishment.

Henderson, Iowa.—The elevator of Q. H. Harbor together with contents was burned on March 28. The cause of the fire, which started on the outside of the building, is unknown. Forty-two hundred bushels wheat, 5,300 bushels corn and 1,000 bushels oats were consumed. Loss amounted to \$20,000; insurance covering about one-half of the loss.

Celina, Ohio.—The elevator plant of Palmer & Miller located at this point was completely destroyed by fire early on March 27, the cause of which is not known. The contents of the elevator were a total loss and included 6,000 bushels wheat, 6,500 bushels corn, 7,000 bushels oats, and 100 bushels of clover seed, two carloads flour, two carloads mill feed and one carload bran. The entire loss amounted to \$40,000, partially covered by insurance of \$25,000. The owners of the plant, W. T. Palmer and Perry Miller, will rebuild the elevator immediately.

## OBITUARY

BLAKELEY.—On April 2, Frank V. Blakeley died from spinal meningitis at Minneapolis, Minn. He was formerly with the Minneapolis office of F. H. Peavey & Co.

BLISS.—H. D. Bliss died at Lake City, Minn. He was formerly a member of the Minneapolis Chamber of Commerce and connected with Nichols & Tyler.

BOSWORTH.—H. W. Bosworth, who was at one time engaged in the grain business at Urbana, Ohio, passed away at his home in Zanesville, Ohio. His widow, two daughters and one son survive him.

BUDD.—Wayman C. Budd, aged 79 years, who was connected with the grain and stock business of A. J. White & Co., died not long ago at his residence in Chicago, Ill. He is survived by one son and two daughters.

CLARK.—Florian P. Clark died not long ago. He was formerly with Ware & Leland of Kansas City, Mo., and later with Joseph B. Bracken.

CLARK.—Joseph H. Clark died at Santa Monica, Cal., on March 10, aged 84. He was an old time grain man of the firm Clark & Linton in Minneapolis. His widow and step-daughter survive him.

DURANT.—Edw. A. Durant died recently at Boston, Mass. He was formerly head of the grain firm, Durant & Elmore.

FRANKLIN.—Joseph Albert Franklin died on March 27 at Winnipeg, Man. He retired two years ago from active business in the grain and flour trade.

GATES.—On March 13, John L. Gates died at home in St. Joseph, Mo. He served as Missouri State Grain Inspector at Kansas City for 10 years. The deceased was 60 years old.

HAYDEN.—P. H. Hayden passed away not long ago at Omaha, Neb. He was a pioneer grain man and had been connected with the Nye-Schneider-Fowler Company.

HURLEY.—On March 21, Amos Herndon Hurley died, aged 59 years, at his home in Nashville, Tenn. He was for many years prominent in the grain and feed business.

JOHNSON.—Amos D. Johnson passed away at Kansas City, Mo. He was a member of the Kansas

City Board of Trade for 20 years. Five children survive him.

KOHLER.—Frederick Kohler died at his home in Wapakoneta, Ohio, on March 24, aged 89 years. In 1880 Mr. Kohler became interested, together with L. N. Means, in the grain elevator business. They operated an elevator near the C. H. & D., under the firm name of Means & Kohler. His widow and four children survive him.

LOUGHRY.—After an illness from pneumonia, Albert W. Loughry died on March 27. He was vice-president of the Loughry Bros. Milling & Grain Company of Monticello, Ind. Mr. Loughry was a member of the Chicago Board of Trade and one of the leading grain men of Indiana.

MIELKE.—August Mielke died at Cedarsburg, Wis. He was a feed and flour dealer.

MORRIS.—John T. Morris of New York is dead. For many years he was a clerk in the grain and commission house of Isaac H. Reed & Co., and later on when the company dissolved he went into business for himself.

PEARSON.—John E. Pearson died aged 85 years at his home in California, Mo. Some years ago he was actively interested in the grain and milling business.

ROBERTS.—Erastus Roberts died on April 4 at a hospital in Peoria, Ill., from injuries received in an automobile accident. At one time he was engaged in the grain buying business with William Moschel at Morton, Ill. Later on he went to Peoria, where he entered the grain business. He leaves his widow, one son and one daughter.

SHAFFER.—John Shaffer died at the age of 70 years. He was for many years manager of J. A. Gault & Co.'s grain elevator at Kittanning, Pa.

UPDIKE.—Furman Updike died on March 16 at his home in Oak Park, Ill. He was at one time actively interested in the Updike Grain Company of Chicago, Omaha and Minnesota.

WORTH.—W. A. Worth died recently at Pontiac, Ill. He was a member of the Chicago Board of Trade and a member of the Worth-Gyles Grain Company, which has branches in Pontiac, Joliet, Bloomington and Champaign. His widow, two sons and one daughter survive him.



HEAVILY LOADED CAR INSPECTION

Because of the difficulty of inspecting heavily loaded cars, the Department of Agriculture has been considering a rule to cover such in-inspections more perfectly than they were taken care of. The officials have prepared a tentative draft of this rule, upon which they invite criticism. These communications should reach the Office of Markets and Rural Organization, Department of Agriculture, at Washington, not later than April 28. The proposed new rule is as follows:

Sec. 12. Paragraph 1. No licensed inspector shall issue a certificate of grade for any grain unless the inspection and grading thereof be based upon a correct and representative sample of the grain, and be made under conditions which permit the determination of its true grade. In case the conditions are such as not to assure the determination of the true grade, a licensed inspector may, in advance of such determination and of the issuance of the certificate of grade, furnish to the person for whom the service is performed information in writing, or otherwise, showing the grade then assigned by him and expressly reciting the conditions which make uncertain the determination of the true grade.

Paragraph 2. In case any licensed inspector is called upon to make an "in" inspection and grading of a carload of grain, in sacks or in bulk, which (a) is so heavily loaded as to make it possible to secure only a door probe, shallow probe, door sack probe, or interior surface sack probe sample of the lot of parcel, (b) appears not to have been irregularly loaded, and (c) the licensed inspector has no reason to believe is so loaded as intentionally to conceal evidently inferior grain, he may, if the Act and the rules and regulations thereunder be otherwise complied with, inspect and grade such lot or parcel of grain and issue a certificate of grade therefor, upon the conditions set forth below in subdivisions 1, 2, and 3 of this paragraph.

(1) The inspection and grading of such grain must be based upon a sample which fairly represents all of the grain which may be reached in the exercise of care and diligence and the use of the customary probes in drawing samples from such grain.

(2) There must be legibly stamped or printed on the face of such certificate:

**HEAVILY LOADED CAR**  
See Reverse Side of This Certificate.  
The size and style of lettering, as well as the arrangement of same, shall be substantially as shown above. On the reverse side of such certificate the following shall be stamped or printed:

Car so heavily loaded that only (a) door probe (b) shallow probe (c) door sack probe (d) interior surface sack probe sample could be obtained. Such sample believed to be correct and representative of the entire lot or parcel of grain described in this certificate.

The kind of sample obtained shall be indicated by indelibly marking out the references in the foregoing form to the kinds of samples not obtained.

(3) The daily record prescribed in section 15 of this regulation shall show, with respect to such grain, that the car was "heavily loaded," or the abbreviation "h.l." and, if the licensed inspector did not personally draw the sample of grain involved, the name of the person who drew such sample.

(4) For the purpose of this paragraph the following terms shall mean:

**Door probe sample:** A sample taken with a probe from the grain in the vicinity of the door.

**Door sack probe sample:** A sample taken with a probe from the sacks of grain in the vicinity of the door.

**Interior shallow probe sample:** A sample drawn with a probe from the upper portion of the grain in the car, not confined to the vicinity of the door.

**Interior surface sack probe sample:** A sample drawn with a probe from the sacks in the upper portion of the grain in the car, not confined to the vicinity of the door.

(5) No certificate of grade of the kind described in this paragraph shall represent the grade of the lot or parcel of grain described in the certificate unless such lot or parcel be unloaded at the place of the inspection for which the certificate was issued.

(6) Nothing in this paragraph shall prevent any person, otherwise entitled under the Act and the rules and regulations, from taking an appeal from an inspection and grading of the kind described in this section, if the sample or samples filed for the purpose of the appeal meet the requirements of regulation 5; nor shall anything in this paragraph prevent any person, if he so desires, from having the same lot or parcel of grain again inspected by the same or any other licensed inspector, in accordance with the Act and the rules and regulations thereunder.

(7) If at any time it be discovered that any grain inspected and graded by a licensed inspector was irregularly loaded, or was so loaded as intentionally to conceal evidently inferior grain, or was improperly inspected and graded by any licensed inspector, any licensed inspector or employee of the Department of Agriculture having knowledge thereof shall, and any other person having knowledge thereof may, report the facts in regard thereto, and the shipment involved, to the grain supervisor of any district in which the grain was inspected by a licensed inspector.

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A 22-horsepower Howe Gasoline Engine in A-1 condition. HOWE SCALE COMPANY, 1315-25 Wabash Ave., Chicago, Ill.

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Grain Separator: Howes Dustless Warehouse, in good condition; capacity, 500 bushels per hour. Price, \$80 depot. UNION GRAIN & HAY CO., Cincinnati, Ohio.

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Complete line of Stevens Rolls (five stands), purifiers and miscellaneous machinery for 80-barrel mill, which we will sell cheap for cash or trade same for equity in new milling proposition at right figure. CELLAR MILLING CO., Geneva, Neb.

STEAM PLANT FOR SALE CHEAP

Consisting of 50-horsepower boiler, butt seams, good as new; 60-foot steel smokestack; slide valve engine. Pumps, heaters, pipe connections, etc. Plant may be seen running. Reason for selling, will install electric motors. R. RITTER, Rawson, Ohio.

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A 75-barrel steam flour mill and 30,000-bushel elevator, located in best wheat section in central Missouri. Twenty years' established business. Part terms, if necessary. B. R., Box 12, care "American Elevator and Grain Trade," Chicago, Ill.

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New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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Experienced country elevator manager. Small town. Want a worker with good references and habits. Box 1, Sidney, Ill.

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From the wrecked Armour Elevator, Chicago, Ill., located on railroad, there is for sale several million feet of No. 1 hemlock and pine lumber, thoroughly dried and in good condition; *equally as good as new lumber and at much lower prices.*

Nails have been removed, and end trimmed. Lumber is sound and very good stock, in sizes of 2x4 2x8 2x6 2x10

in lengths from three (3) to eighteen (18) feet. Different lengths and sizes sorted in different piles; also timbers of different sizes and lengths. Can be loaded on cars, or wagons.

This stock is bright and thoroughly dried, and has not been exposed to the weather for several years.

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Hungarian Milling & Elevator Co., grain.  
O'Donnell Grain Co., wholesale grain.\*

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Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

Randall, Gee & Mitchell Co., grain & hay.\*†  
White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*  
Kendrick & Sloan, Inc., receivers and shippers.†  
Merchants Hay & Grain Co., rec. & shippers.†  
Miller Grain Co., receivers and shippers.†  
Shotwell & Co., C. A., com. grain and hay.†  
Urmston Grain Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage.

### JACKSON, MICH.

Stockbridge Elev. Co., track buyers, grain, seeds.

### KANSAS CITY, MO.

Christopher & Co., B. C., grain commission.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Nicholson Grain Co., W. S., grain com.\*  
Peirson-Lathrop Grain Co., grain com.  
Peppard Seed Co., J. G., alfalfa seed, millet.  
Rudy-Patrick Seed Co., alfalfa, cane, millet.  
Western Grain Co., shippers grain and feed.\*

### LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.\*†

### LUFKIN, TEXAS.

White Grain Co., seeds.

### MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.\*†

### MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.  
Wheeler, Ernest, brokerage & commission.\*

### MILWAUKEE, WIS.

Armstrong, W. J., Co., hay merchants.†  
Bell Co., W. M., grain and seeds.\*  
Cargill Grain Co., receivers and shippers.  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Franke Grain Co., receivers and shippers.\*  
Mohr-Holstein Commission Co., grain com.  
Taylor & Bournique Co., corn, oats, barley.\*  
L. Teweles Seed Co., seeds.

### MIDDLE POINT, OHIO.

Pollock Grain Co., track buyers, hay, grain.†

### MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.  
• McCaull-Dinsmore Co., com. merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*  
Scroggins-McLean Co., receivers and shippers

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Hamilton Co., hay, straw, grain, millfeed.\*

### NEW YORK, N. Y.

Forbell & Co., L. W., com. merchants.\*

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Colonial Cereal Co., wheat, corn, oats, etc.  
Norfolk Feed Milling Co., Inc., grain, alfalfa.

### OMAHA, NEB.

National Grain Co., grain commission.\*

### PEORIA, ILL.

Buckley, Pursley & Co., merchants.\*  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.  
Rumsey, Moore & Co., grain commission.\*  
Tyng, Hall & Co., grain commission.\*

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Graff & Son, L. G., grain exporters.\*  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Young & Co., S. H., grain, flour, alfalfa, feed.\*

### PITTSBURGH, PA.

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Herb Bros. & Martin, grain and hay.†  
McCague, R. S., grain and hay.\*†  
Smith & Co., J. W., grain, hay, feed.\*

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Adams Grain & Provision Co., grain, hay.†  
Beveridge & Co., S. T., grain, hay, feed.\*†

### ST. JOSEPH, MO.

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St. Joseph Public Elevator Co., public storage.  
Aunt Jemima Mills Co., hominy, feed.  
Marshall Hall Grain Co., receivers, shippers.

### ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclus.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., rec., shippers, & exp.\*  
Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Prunty, Chas. E., grain and seeds.  
Schisler-Corneli Seed Co., seeds.  
Toberman, Mackey & Co., grain, hay, seeds.\*†

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Crumbaugh-Kuehn Co., seeds.  
De Vore, H. W., & Co., grain, seeds, feed.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.  
Young Grain Co., grain and seeds.\*†  
Zahm & Co., J. F., grain and seeds.\*†

### WASHINGTON, D. C.

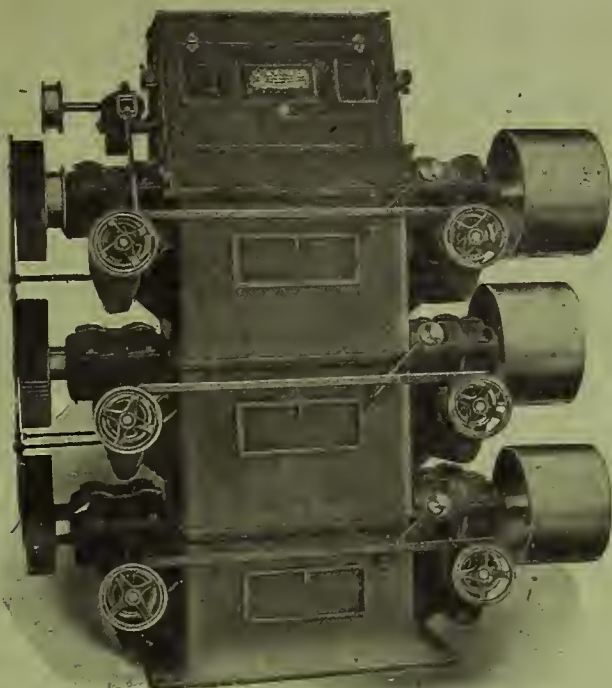
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